

## A GRATEFUL HEART IS KEY TO PROSPERITY

### Jana's Story

Arbonne has been the answer to my prayers and I am so grateful. I have traveled from Europe to America looking for freedom and independence, both personal and financial. My dream had always been to create a purposeful and fulfilling life. When I encountered Arbonne, I fell in love with the products instantly, although initially I was not interested in the business. As a Law School graduate, I was looking forward to practicing International law. Then things changed without warning. After the shock of September 11, the loss of my investments in the faltering stock market and the shrinking job market waiting to disappoint me, I was forced to re-evaluate what was truly important to me in life. I realized that practicing law would not allow me to create that lifestyle of freedom, financial security, emotional peace, beauty and joy that I was searching for. So I broadened my outlook and kept my eyes open for other possibilities. I was very impressed with the lifestyle that my friend Sandra Tillinghast was living and wanted to know more about what she was doing.

Because of my legal background, I wanted to seriously investigate a few other network marketing companies to insure that I would choose the best one for me. I asked Jerry Conti to help me do the research. I trusted him because he had been in the industry for eight years and co-founded another successful network marketing company. Jerry checked out several companies and said emphatically, "Arbonne is the one! The company is terrific, you love the products, the compensation plan is lucrative for both part-timers and full-timers, and the timing is perfect!" He said if I would go for it, he would coach me to success. So I did and it is the best financial decision I have ever made!

Early on, Sandra and Jerry taught me that the key to success is focus, commitment and helping others. So in April 2002 I made a commitment to build a "million dollar home-based business with Arbonne International". Three months later, I became an Area Manager and won the ASAP Caribbean Cruise! A year later, Jerry

NEW RVPS



**jana good & jerry conti**

Independent Consultants; Regional Vice Presidents  
Jana Good Region; San Diego, CA

and I became the first official RVP partnership in the history of Arbonne and we earned the Mercedes-Benz for Jerry. Throughout this process, there were times when I wondered if I could actually achieve what I set out to do. If someone was not open to trying the products or joining my business, I would think to myself, "What am I doing?" That is when Jerry would remind me of my commitments. When I started this business, I pledged to help others with their skin care needs and overall health, in addition to providing them with an opportunity to get out of the rat race of the 9-5 life. I had also committed myself to creating the kind of lifestyle I deserved. Along with Jerry's reminder, a well-known saying that helped me reinforce my will to press on would echo in my brain, "Winners never quit and quitters never win." So I would tell myself to get back in there and make great things happen! Now we have well over 200 Independent Consultants across the United States. and many of my Managers have goals to build a Region by the end of this year.

*continued ...*



**top**

New RVPS Jana Good and Jerry Conti on the ASAP Cruisin' to Success cruise.

**left to right**

ENVP Sandra Tillinghast, and husband Ted, with Jana and Jerry on the Caribbean cruise.

**team:**

Left: Jordana, DM Maria Taylor, Jana, Ruby Vos, Tracy Cox and Gina Ferrence. Right: AM Regina Noetzoldt, Renee Irons, DM Tatyana Shan, DM Yuli Adkins, DM Joann Lavin and Jerry.

## success strategy:

Focus on your team and commit to their success. Once you commit, don't look back ... take massive action and you will soon achieve your goals.



The Team

### Jerry's Story

When Jana asked me to look into Arbonne I was very impressed but I did not see a lot of men involved in the business. The more I worked with Jana, the more excited I became about the potential of Arbonne and now I am a distributor!

Almost a decade ago, I left a high-paying job in the corporate world because of an experience that had a great impact on me. One day, my boss told me to offer a severance package to an employee of mine who worked for the company for more than 25 years ... because we could replace him with someone half his age and at half his salary. The employee's sincere reply was, "I'm not ready to retire for at least another five years." My boss responded that the employee did not have an option! I had to be the bearer of the bad news. Shortly after he was let go, I learned that this man had a stroke, was partially paralyzed and could not speak. I felt awful and thought if this can happen to him it can happen to me! With that realization, I left corporate America and never looked back. Since then, I have coached and worked in many network marketing companies but Arbonne is one of the best I have seen. If you think that the new Latin Division is going to be big, wait until you see the "men's division" I am building!

The timing was right for Jana and me to get involved. We were committed from the very beginning and it has been our secret to quick success. Another secret is that we know that success in life comes directly from God and that if we can hold harmony, maintain a balanced life and bless every body, all our desires will be fulfilled. Effortless prosperity is God's divine plan for all. To be successful you must love yourself first before you can truly love others. You cannot give what you do not have. We love our team and know their success is right around the corner. As partners, we are both committed to Arbonne and our team. We know that the sky is the limit for all of us!

### More from Jana

On Jerry's behalf, I want to thank God. Next, I want to thank our awesome and incredible team of Managers and Managers-in-qualification — AM Regina Noetzoldt (realtor), DM Maria Taylor (attorney), DM Joanne Lavin (country club membership director), DM Laura Plumb (TV producer), DM Tatyana Shan (dentist), DM Yuli Adkins (homemaker), DM Dzhiana Shanshiviy (restaurant owner), DM Joy Brande (mortgage broker), DM Cheryl Dillbeck (former insurance agent), Marie Henseler (motivational speaker and author), Dorothy Lopreore (real estate investor), Kimberly McFaden (hotel manager) and Tracy Cox (realtor).

My gratitude goes out to all of my Consultants and Clients, especially to some of my dearest friends. Jordan Bauman: I love you very much. Lindsey Egge: Thanks for all your special support. Raphiella Adamson: Thanks for your radiance and referrals. JoMay Stillman, Ruth Ann, Jan Frankson, Gina Ferrence and others: Thank you for your friendship and support. My business is better because of you!

I would also like to express my gratitude to ENVP Sandra (and Ted) Tillinghast for her leadership and encouragement. To our dear Rita: You have won our hearts with your love, wisdom and leadership. Rita, Candace and other great Arbonne leaders: Thank you for being role models and merchants of hope for us all. Petter and Stian: Thank you for your vision and commitment to make Arbonne such a wonderful opportunity and making us feel at home. To the entire Home Office staff including Shane, James, Jason, Joel, Melissa and Luke: We are so grateful for all that you do!

The partners with their new white Mercedes-Benz.



Managers:

L-R: AM Regina Noetzoldt, DM Cheryl Dillbeck and DM Joy Brande; Jana & Jerry; Right: DM Tatyana Shan, DM Joanne Lavin and DM Laura Plumb.



New Regional Vice President partners.



The testimonials in this story reflect the actual experience of an individual, are anecdotal only, and may be atypical.