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EYE ON ARBONNE

INDEPENDENT CONSULTANTS,
EXECUTIVE NATIONAL VICE PRESIDENTS

JANA GOOD AND JERRY CONTI

THE VACATION LIFESTYLE

Independent Consultants, Executive National Vice Presidents
Jana Good & Jerry Conti Nation; San Diego, CA

Jana: I am so grateful that three years ago, instead of getting a secure job as a lawyer, I chose to become an independent entrepreneur with Arbonne International — a choice which enabled me the potential to build a residual income, while working less and enjoying more free time. Right now, I am sitting on the beach in Hawaii, which I earned as a fully-paid vacation by Arbonne. I cannot help to look back, with utter amazement, at how incredible my life has become.

In April 2002, I started building my home-based business in network marketing with no friends or family to support my first steps.

I came to America in 1995 as a student and studied for the next six years, first getting my masters in education and then a law degree. I was so busy working hard on the recipe for what I thought was the American dream — to get a good education, a secure job and a husband — that I forgot to look at my purpose in life and what I truly enjoy and value. Now I have two diplomas worth \$140,000 in education hanging on my walls and divorce papers in the drawer. None of them provided secure income or happiness.

My three year entrepreneurial journey with Arbonne finally brought me to a place I dreamed of. I am my own boss, blessed with a victorious team of independent entrepreneurs and thousands of Consultants who purchase products at a discount, who I can help to create lifestyles they desire and deserve. I compare my business to a franchising business, where I help self-motivated entrepreneurs build their own successful franchises with Arbonne. I can only make money if my business partners are successful and making money. This is the fairest business I know. And having a Mercedes-Benz I earned through Arbonne, significant cash bonuses and of course, earning fully-paid vacations; are just icing on the cake.

While I sometimes pinch myself to make sure my life is not a dream, the most important treasures I have are the incredible friendships and relationships I have been blessed with through Arbonne. I now have people that I consider my family and friends all across America and I am looking forward to adding new relationships all over the world.

Climbing the mountain of success was just that — climbing up, falling down, getting up and pushing forward, in spite of all opposition, discouragement and disappointments. As I say, "Winners never quit and quitters never win!" My



ENVP Nice Davis, Jana and NVP Carol Vough on the Hawaii ASAP 2005 trip.



Chairman and CEO Bob Henry's family with Jana and RVP Julia Espey on the Hawaii ASAP 2005 trip.

Jana with President Rita Davenport and Chairman & CEO Bob Henry.





Jerry with DM Jessica Kuhns, RVP Julia Espey, Julia's son, Jackson and Chris Wahlen.

journey in Arbonne involved a massive amount of personal growth. I guarantee the person who gets to the top will not be the same person who started at the bottom. It takes courage, vision, determination and persistence to succeed. If success were a walk in the park, everyone would be successful. Yes, it was not easy at times, nobody likes rejection or being criticized by your upline and downline, yet it was easier and more rewarding than studying in law school, falling asleep with a dictionary, having \$3 a day for food, or working as a waitress for minimum wage while in college. While I believe my Arbonne journey has just begun, I can now travel in style.

When building your empire you should understand your business — what are you building? Also, identify why are they saying “no” by asking questions such as, “Are you concerned about your budget or, do you know how the product will work for you?” Also, create a few 30-second professional commercials, so when asked what I do, I answer without hesitation and with pride. Next, believe network marketing is the best way for entrepreneurship. Believe you are the best person to build this business, believe in yourself. Communicate it to the client, “I am going to the top, are you coming with me? If you keep doing what you are doing now, where will you be in three years?” Be available for your business builders. Finally, be the best you can be, and remember you cannot please everyone.

Jerry: Imagine waking up in the morning without an alarm clock and starting the day with a sense of gratitude, peace and meditation. Later, you have breakfast with the person you love, exercise to feel even



Jerry and ENVP Ted Tillinghast.

greater, then go to the pool or beach to have some fun and plan your day. You suddenly realize you have time for your family, friends and yourself. You are finally getting paid what you are worth. You feel the incredible satisfaction associated with helping others and you are completely supported in your endeavor by amazing people you get to choose to work with every day.

Thank you, Arbonne, for the amazing opportunity that allows me to have this vacation lifestyle. The best part about this is that it can happen to anyone. With a firm commitment and a little diligence on your part, Arbonne is a time-tested and dependable route toward a new, positive and meaningful way of life — a chance to reach your potential for financial freedom! A lifestyle that you create in your imagination could be nurtured into reality by this wonderful opportunity.

In May of 2002, Jana Good and I received our first residual paycheck from Arbonne. In June, it had doubled, and by July it had tripled. Most professional people who do not understand the business of network marketing, would be discouraged with the initial results, however, it is those with vision, patience and a dream who make things happen!

I had a dream that professional men and women could build a business in Arbonne while feeling good about the way they conducted their businesses. The tools and training would be the best offered in the industry. Additionally, they could grow their business without losing any balance in life. I imagined that one day, Jana and I would stand on stage and receive

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Men in Arbonne with RVP Ruby Vos.



success strategy:

“ Keep your attentions on where you are going, not where you are at, and visualize your success daily. ”



Victorious Nation's VPs: RVP Julia Espey, Jana, ERVP Regina Noetzold and RVP Ruby Vos.

an award for becoming NVPs of the year, within three years.

Wow, it is pretty incredible that all of these visions have come true, thanks to our amazing team, and our incredible company that I am privileged to work with every day.

People ask me all the time, "Why did you choose Arbonne, after all, there are hundreds of network marketing companies?" The reasons are simple. Arbonne's second-to-none product line and amazing opportunity are positioned in front of the growing trends better than any other company I have seen. Arbonne follows trends such as anti-aging skin care products, in front of a large aging population; an exploding home-based business industry, in front of a declining U.S. job market; as well as an effective weight-loss system, in front of an overweight society. Couple those with one of the fastest growing network marketing companies in America, a company with 25 years of experience, ready for an international expansion. When these trends converge, the opportunity is created and I am glad I joined this company for those reasons.

I will share with you some incredible visions I still believe will manifest in Arbonne: I believe Arbonne has the potential to be an international multi-billion dollar corporation and will change the way people do business around the world. I am confident Arbonne will continue to create new products that will attract more men into the business and the use of technology will make it easier to do business in the future.

If someone gave you this story, they think you have what it takes to

Jana on the Hawaii ASAP 2005 trip.



Shay, Maria, Yuli, Jana and Masha at NTC 2005 Las Vegas.

succeed with Arbonne. That person cares enough about you to give you this gift called Arbonne — the gift of having a potential vacation lifestyle and to have more time with people you love. I invite you to join Arbonne and to make a difference in your life and the lives of others.

We would like to thank our wonderful and beautiful sponsor, ENVP Sandra Tillinghast, who shared the gift of Arbonne with us and was instrumental in my success. Jerry and I would also like to express our deepest gratitude to ENVP Donna Johnson, for her generous leadership, support and friendship.

We are so proud and grateful for our corporate leaders and everyone at the Home Office. After having a private dinner with Chairman and CEO Bob Henry and his family, I am now even more excited about the future of Arbonne and the direction it is going.

To President Rita Davenport: Every time I see or hear you, I want to be more, give more and have more. You are incredible!

To our Victorious Team: Without you, we would not be living a dream life. We are so grateful for every effort each of you make to build your team. I hope each of you will be writing your *Eye on Arbonne* story very soon.

A special thanks to our awesome RVPs, Julia Espey and her team. I love you like my sister. I am most proud of your grace, wisdom and success. To ERVP Regina Noetzold: You are such a power house and a great leader. To RVP Ruby Vos: It is always a joy to see how you build your people up and have so much fun along the way!

To my RVPs-in-qualification Joanne Lavin: You are my second "mom." You are a blessing to your team and me. To Maria Taylor, you will always be my little sister: I know you will soon be one of the most powerful players in Arbonne. To Magalie Sarnataro: You have blessed me with a wonderful family. I am humbled by your power, love, and commitment to success and your team. We thank every one on our team and are here for each one of you; just ask and you shall receive.