

SUCCEEDING AS A TEAM

At age 23, I never thought I would have the freedom and opportunities that I have now. Arbonne has opened many doors to a successful future for my husband, Josh and I — from working part time from home and building my business through building relationships with my team. On top of the income I earn, thanks to Arbonne I now drive a new Mercedes-Benz. When I started with Arbonne, I was 20 years old and working 50 hours a week as an executive assistant at a resort to help my husband finish school.

I am thankful to my cousin, NVP Holly Warnol, for sharing this wonderful opportunity with me. I knew that I wanted to have an Arbonne business because it would allow my husband to pursue a career in the ministry after he graduated. Without losing an income, I would be able to stay at home when we decided to have children. Being so young and having just moved from Chicago, it was a battle to build my business.

In February of 2004, I quit my job and was determined to promote to RVP. In August, I was introduced to the "Puppy Dog" approach and something told me to jump on this. I listened to conference calls that ERVP Sibley Gammon hosted and I assembled the written information we had. I got together with my two business partners, now EAM Beth Gaskin and AM Eileen Oliva, and we went to work. I knew that this business did not have to be complicated, so we threw out the clutter and focused on the basics by connecting with people, sharing the products and sharing the business.

NEW RVP



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In September, my team's volume was \$11,000. We ordered our "pup sets" and identified people whom we wanted to work with. We work our business by connecting with at least three people for 20-minute appointments each week. We drop off "a pup" (the basic NutirMinC® RE⁹ set) so they can use it for two days. Then, we connect with them again and share why we wanted them to try it. We show them how they can get the products they already love in a whole package that works synergistically together ... to get rid of toxins and keep them healthy — from the inside out because what we put in our bodies comes out on our skin. We share with them how our business works and invite them to come meet our team.

continued ...



FAR LEFT: Jenny's family: Sister, Carolyn; brother, Chris; husband, Josh; Jenny; her mom, DM Virginia Betteridge and her dad.

LEFT: Jenny with her husband, Josh.

success strategy:

“Connect with others to grow as a team, not just as individuals.”

In October, our volume grew to \$24,000. Our team began to connect. We learned how to help each other grow, both personally and in our business. We partnered together for our 20-minute classes to support each other. It is good for our prospects to see that there is a team. You are not alone in Arbonne. My team grew each day!

In November, our team's volume was \$42,000 and I entered qualification for RVP. We got together every other week for a simple business overview so we could invite anyone to meet our team and see the business side of Arbonne. I strongly believe that it takes three exposures to Arbonne for someone to decide to do the business. People are exposed to the products when we bring them "a pup," at the 20-minute close where they meet someone else from our team, and then at a business overview. They meet the whole team and learn how we work our business. It is that simple.

In December, our volume reached \$56,000 and I promoted to RVP. My business is structured so that anyone can move fast. The sooner someone sees success, or has the sense of accomplishment, the more they will believe in themselves. We find four business partners to work with and then we help each business partner find four partners to work with. It is about connecting with each other so that we can grow as a team, not just as individuals. In order to succeed in this business you must be able to make friends.

I am thankful for each of my four business partners. To EAM Beth Gaskin: Your honesty and confidence in our team pushes me to become a better leader. I love being able to talk to you every day, even if there is nothing to talk about. Your car is next! To AM Eileen Oliva: You are the encouraging spirit on our team. No matter what ideas we have had, you were ready to jump in. Thank you for sharing this journey with me. To DM Gina Wilding: Your belief will propel you to the top. Hold on girl, your ride is just beginning. To my



TOP, L-R: NVP Holly Warnol, DM Gloria Barton, DM Astrid Campos, DM Gina Wilding and DM Jacque Hanshew. **BOTTOM**, L-R: Berta Meyers, AM Michelle Milliron, AM Eileen Oliva, Jenny, DM Kathy Caludet and DM Theresa Carlson.

mom, DM Virginia Betteridge: Your support means the world to me. I am so excited that I get to help you build your business. Although you are far away, I am excited that we can now see more of each other, thanks to Arbonne.

To AM Michelle Milliron: You have become an amazing example to others on how to build fast and smart within our system. To DMs Kathy Claudet, Erica Schwartz, Gloria Barton, Jacque Hanshew, Nicole Pavey, Eileen Warbington, Myryka Tanner, Nikki Todd, Astrid Campos and Theresa Carlson: You are the heart of our team. Thank you for trusting me. You are all on the fast track. I am so excited to come along with you as you grow. To Managers-in-qualification: You are a huge part of this team. I appreciate you more than you know. To the men on our team: Thank you for supporting your wives and our team.

To my cousin and sponsor, NVP Holly Warnol: Thank you for believing in me and for never allowing me to quit. I am fortunate to see firsthand how you honorably live your life and the passion you have for people. You are my role model!

To my husband, Josh: I am so proud to be your wife and to have you by my side to share this experience with. Thank you for supporting and encouraging me, especially during the times I was not sure which way to go.

I believe that our purpose is to connect our hearts and lives with others and I am so thankful that Arbonne is the vehicle by which I can live this out.



LEFT: Jenny with cousin and sponsor, NVP Holly Warnol and their Mercedes-Benzes.

RIGHT: AM Eileen Oliva, Jenny and EAM Beth Gaskin.

BELOW: DM Kathy Claudet, DM Nikki Todd, Jenny, EAM Beth Gaskin and AM Eileen Oliva at NTC 2004 Texas.



DM Eileen Warbington, AM Michelle Milliron, DM Erica Schwartz, Jenny, DM Gina Wilding, EAM Beth Gaskin, AM Eileen Oliva and DM Kathy Caludet at this year's Christmas party.

