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EYE ON ARBONNE

INDEPENDENT CONSULTANT,
NATIONAL VICE PRESIDENT

SUSAN KILBORN

INSPIRED BY HOPE

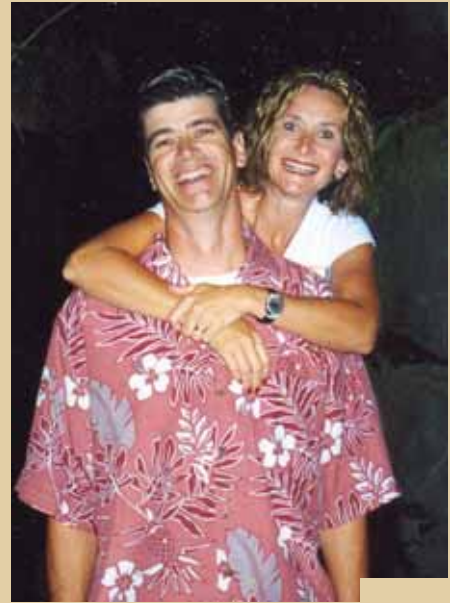
Independent Consultant, Regional Vice President
Susan Kilborn Nation; Edmond, OK

I had only been with Arbonne for two weeks when I attended the National Training Conference (NTC) in April of 2004. I clearly remember my experience there and know that it was the beginning of a journey that would eventually change my life and my way of thinking forever. As I watched everything that was going on around me, I listened and learned as much as I could from the Arbonne Executive Team, NVPs and John Maxwell, the motivational speaker. It was then that I began to realize that my decision to take a leap of faith, and try a "plan B," was just in the nick of time. For once in my life I was at the right place at the right time.

I distinctly remember watching all of the promoted VPs walk across the stage, wondering and hoping that it might be me next year. I was particularly aware of NVP Jeanne Sterner. I was very intrigued by her. Wow, she must have worked hard and sacrificed much to get there as quickly as she did. I thought that could never happen to me. But, as it turns out, that's exactly what happened to me — Consultant to NVP in less than one year.

While at NTC, a couple of significant and noteworthy things happened to me. First, I took a good look at Arbonne as a company and realized that if Arbonne was not a network marketing company, I would have rushed home that day and sent my resumé to the Home Office. At that moment, I truly believed that Arbonne was founded especially for me. Secondly, when it was time for John Maxwell to speak, I almost "skipped out!" I did not believe that I needed to be motivated. However, for some reason, I decided to stay. I am so glad that I did. It was the beginning of my self-improvement journey.

Since then, I have read several self-improvement books and encourage my team to do the same. Because of these books, the wonderful friendships and the help of God, I am now learning to humble myself and think of others first. I know that you cannot make it to the top alone. I feel best about myself when I have worked my hardest on things that matter, and I recognize that life is not about what you get, but about what you give.



Jeff and Susan Kilborn.



Garrett and Ford Kilborn.



M.K. Hullender, RVP Becky Hartman, Susan and ERVP Kay Draelos.

Linda Cotton, Lili Abild, Angie Madsen, Lois Roselle, Susan, Kelli Metz and Catha Hoel.

ENVP Cecilia Stoll once taught me to detach myself from the outcome of my activities and to just concentrate on positive action. I have had my share of "no show" Presentations and have even had my good friends roll their eyes at me in confusion to what I was doing. But, I had committed myself to becoming coachable, so I detached myself and went on. I quickly discovered how important this lesson was to being successful. You cannot take it personally. My mom always said, "If you knew how rarely people thought of you, you wouldn't care what people thought of you." If you are as determined as I was to make a change in your life, you will be strong enough to withstand the cruelest of blows.

Over the last nine months, I have personally sponsored 12 people. In the beginning, the people who said yes to me were already looking for a way to make a change in their lives. I was just the messenger. I quickly learned that to get your point across, you must be passionate about what you say. You must relay your belief in Arbonne, as well as your belief in yourself. Nobody wants to follow someone who does not know where they are going. My plan was to go to the top and I shared this with all my friends. After my fifth month, when I became an RVP and received the white Mercedes-Benz by participating in the Mercedes-Benz Cash Bonus Program, friends who said no to me in the beginning came back to say yes. Never close a door. You never

know who might enter it at a later date. Remember, you will want new business builders next year, too. I learned that for my friends to consider Arbonne, they would need to be at a place where they were determined to make a change, they would have to hear something that would make them *want* to change, and then I could help make the change happen.

With all of the success that is happening in Arbonne, it is hard not to compare yourself to those around you. However, I learned that if you keep yourself busy by helping those below and around you, there will not be time to be jealous of those above you. I am continuing to learn that everyone's journey is different, and one of the best ways to help your team is by sharing your trials and tribulations with them. It helps them to realize that you, too, had no-show Presentations.

Recently, after having earned the potential to receive my paycheck from Arbonne, my husband and I said to each other, "What were we

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success strategy:

// Find a dream, believe in this dream and in yourself, tell others passionately about this dream, help them to find and live it, then do the same. //



Heather Ryan, Caroline Tawwater, Susan, Lisa Trotter and Patti Freniere.



ENVP Cecilia Stoll and Susan.

thinking before? What would we have done without this paycheck?" At a meeting once, I heard ENVP Cecilia Stoll say something that has stuck in my mind. She said, "Hold on to it loosely," referring to the money that we are blessed with. I am looking forward to being a "good servant" and encouraging my team to do the same. Remember: It is not about what you get in life, it is about what you give.

To ENVP Cecilia Stoll: You are the reason I joined Arbonne. I trust and respect you immensely. Your passion for Arbonne, and the people in your business, amazes me. Your leadership has meant the world to me. I am certain I would not be writing this *Eye on Arbonne* story if it were not for your belief in me, your instructions and your prayers. I sincerely thank you with all of my heart.

To my sponsor, ERVP Becki Barns: I value your sincerity and your devotion. I admire your desire to become a great leader and have watched you grow immeasurably. I have no doubt that you and I will be great friends for many years to come.

To RVPs, Kay Draelos, Mary Stansbury and Becky Hartman: I am in wonder at your drive and determination. There are not very many women on this earth who possess the leadership qualities that you all have. You are loving, devoted, hard-working and you all empower others to do the same. You lead by example. I am blessed to have you all in my life. Thank you for loving me in spite of my imperfections.

To AMs, Kelli Metz, M.K. Hullender, Teri West, Danae King, Karin Fitch, Stacy Cato, Joey Proctor, Denise Miller, Lisa Trotter, Jana Brennan and Heidi Richards: I am so excited for all of you. You all are working so hard, you have believed in your dreams, seen the big picture and are passing it along to your friends. I cannot wait until you join me at the top. I am so thankful to know each one of you.

To my DMs and new Consultants: You are the backbone of the Susan Kilborn Nation. Remember, do what needs to be done. That will make your dreams possible. Then, what you once thought was impossible, will happen before your very eyes. I am thrilled to have you as part of my SuccessLine and look forward to our future together.

To Jeff, Garrett and Ford: Thank you for loving me, no matter what, and for supporting me through thick and thin. Thank you for making me feel special for being a wife and a mom. Let us agree together to make lasting decisions with the financial choices that we have been blessed with.

Work hard! It is actually fun when it is inspired by hope.



L-R: Linzi Geiger, Krisha Tormes, Susan, RVP Mary Stansbury, ENVP Cecilia Stoll, Judy Proctor and Joey Proctor.