

SUCCESS IS A JOURNEY, START NOW

My journey with Arbonne began in 1987 when ENVP Thea O'Donoghue introduced me to Arbonne. I instantly fell in love with the products, but never seriously considered doing Arbonne as a business. At that time, I was working as a pediatric occupational therapist, and found great satisfaction helping children overcome their disabilities. Besides, the thought of becoming a "salesperson" for anything, regardless of how much I loved the products, was the farthest thing from my mind.

In 1988, I got married and soon after, my husband and I were blessed with a beautiful, baby girl. I soon realized my desire to work full time helping children, conflicted with my desire to raise our daughter. Unfortunately, the solution I made four months later was simply to work fewer hours as an occupational therapist, instead of becoming an Arbonne Independent Consultant. Even though the Arbonne products were awesome, and always within a few steps of reach, the business was still a million miles away due to my inability to see myself as anything but an occupational therapist.

As time passed, two things happened. First, I became increasingly discontent with the bureaucracy of working for a large hospital and the paperwork headaches associated with my position as an occupational therapist. Second, people started asking me what I was



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using on my skin because it looked so good. Then, one day, I got it! I realized Arbonne could be more to me than just great products and that doing Arbonne as a business could be an extension of my desire to help others. This time, I would help others by sharing the products I had come to love. In other words, I was already doing network marketing, but now I could start getting paid for it!

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Daughter, Kathryn with her dogs, Skye and Holly.



Ceil's husband, Steve picking up her Mercedes-Benz in Germany.

The "Promise" team.



success strategy:

“ Have persistence and a positive mental attitude. ”

With this new understanding, I signed up as an Arbonne Consultant in October of 2002 and began conducting Arbonne Presentations where I had great success promoting products. After all, I had been using Arbonne exclusively for 15 years and others could see the benefits. However, my success promoting products far exceeded my ability to recruit business builders. One evening, after returning from an Arbonne Presentation, where I once again failed to attract interest in the business, my husband asked me to rate my belief in Arbonne products on a scale of 1 to 10 (10 being the strongest). Instantly, I responded with a 10. Then, he asked me to rate my belief in doing Arbonne as a business using the same scale. This time, when asked to define my belief, I struggled to pick a number. This simple exercise revealed where I needed to grow and helped me to understand that what you believe, you achieve.

I knew if I wanted to be successful, and I did, I would first need to build this belief in myself before it could be transferred to others. So, I began by simply reading *Eye on Arbonne* stories in order to learn about others' experiences and how they achieved success. I realized that even though every *Eye on Arbonne* story is unique, anyone, including myself, could achieve similar results. Next, I started listening to tapes, CDs and conference calls; attending local training events and reading the books of many of the great leaders in both Arbonne and network marketing. I wanted to learn as much as I could about how to be successful. This personal growth journey not only helped me build belief in Arbonne, but has also helped me develop as a person. Finally, attending President Rita Davenport's Area Managers' 2004 Challenge and NTC 2004 Texas gave me vision of what success in Arbonne could be.

I have so many to thank for their contributions to the success of the Promise Region. First, I would like to thank God for His incredible blessings. The foundation of our business is built on integrity and the



Ceil and some of her Region at Arbonne's "Annual Test Drive a Mercedes" Day.

commitment to help and serve others. I am truly grateful for the faith, which has guided me along my journey.

To my husband, Steve and daughter, Kathryn: I could not do this business without you. Steve, thank you for your incredible patience. You knew if I could get past my lack of belief in the business, I could succeed. Kathryn, thank you for being my office manager. I love you!

Next, I would like to thank ENVP Thea O'Donoghue for introducing me to Arbonne and for her unwavering example of leadership. To my sponsor, ERVP Chris Hastings: Thank you for your strong convictions and beliefs. They are contagious. I will always be grateful for the opportunity you have given me.

To my AMs, Brigid Burzanko and Chrys Ritter: Thank you for your encouragement and support. I cannot wait to attend your car presentations and read your *Eye on Arbonne* stories as you promote to RVP.

To the rest of our team, for all your hard work, sacrifice and dedication: You are the reason for my success and I am humbled to be a part of your life. I pray for your future success as we grow together.

Finally, thank you, Arbonne, for giving me the opportunity to succeed.

Pray, persist and keep a positive mental attitude! You will succeed, I promise.



ENVP Thea O'Donoghue, ERVP Chris Hastings, DM Erica Timmons, AM Brigid Burzanko, DM Karen Kurtzwell, DM Lisa Piscioneri and Ceil.



AM Brigid Burzanko and Ceil hosting an Arbonne booth.

Ceil and some of her team at NTC 2005 Las Vegas.

