

A professional headshot of Jeanine Montgomery, a woman with blonde hair, wearing a white blazer, a pearl necklace, and earrings. She is smiling and looking towards the camera.

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EYE ON ARBONNE

INDEPENDENT CONSULTANT,
NATIONAL VICE PRESIDENT

JEANINE MONTGOMERY

THE TRIP OF A LIFETIME

Independent Consultant, National Vice President
J. Montgomery Nation; Virginia Beach, VA

Succeeding at any challenge in life depends on commitment and belief. My commitment was to be with my children, be a part of their experience of growing up every day and afford them the opportunity to attend a good private school. These were reasons enough to take on the challenge of Arbonne.

What an amazing journey the past 21 months have been, having Arbonne in my life. My Arbonne journey began as a Client, when a neighbor invited me to a group Presentation and I could not attend. So, she offered me the sample pack of NutriMinC® RE° anti-aging skin care. I have a background in television and film, and have lived abroad, so I had been exposed to a wide range of product lines formulated to European standards, and I understood the benefits of using botanically-based products.

My former career in television production took me all over the world. I have experienced exciting trips, met famous people and enjoyed getting to know interesting individuals; however, this career path did not offer flexibility or the ability to earn income while taking time off to enjoy exploring the world! My husband is also in the video production industry and we knew both of us could not work such demanding, 24/7 jobs, and be present with our children. So we set out to find a small business we could embrace. We researched many home-based businesses, small businesses and franchise opportunities. The bottom line was that they all required too much capital, a 24/7 time commitment and no real guarantee for success. Arbonne offered a low start-up cost and I was already using the products and loved them, and my small registration fee made me an Independent Consultant, giving me a discount and a business — what a deal! Saving money on Arbonne products for my family sounded like a great deal. I got the “Arbonne difference.” What I did not understand was the network marketing industry and the potential it had to change the lives of people who embraced its principles. I understood the corporate world and had experienced its limitations. The challenge of changing my mindset meant I had to trust and believe in an entirely new system and new way of thinking, including seeing the advantages of time leveraging and the power of residual income.

I believe the Arbonne opportunity is like the proverbial golden egg: It is what you do with it that counts. That is where I had a decision to make and where I encourage anyone reading this *Eye on Arbonne* story to think twice about what becoming a Consultant offers. When you hear about the three ways to win with Arbonne, I believe that potentially earning money, as a business builder, is the best option. Ask yourself: What if Arbonne is the vehicle to help you achieve the desires of your heart? What if you can realize the dreams you have set aside because you did not have the time or money to pursue them? What if?

The Arbonne opportunity teaches everyone they can achieve what they set their mind to. The compensation plan is laid out for each person to decide where they want to go and nothing can hold a person back from achieving their dreams. This is so much more than a company with consumable products.



Jeanine and Gaylon.

Jeanine's sons, Jordan and Garrett, on Chics Beach in Virginia Beach, Virginia.





President Rita Davenport, Gaylon and Jeanine.



Jeanine with ENVP Sanrda Tillinghast, EAM Beth DeGraff, ENVP Donna Weiser, AM Cathy Baber, AM Ruth Boynewicz and ERVP Jenny O'Neil at an AM retreat in Orange County, California.

When I am asked, "How did you promote to National Vice President in less than two years?" I always respond with the basic principles: Have a clear vision, set goals, believe in what you do, make some short-term sacrifices, stay in constant activity, be coachable and become a leader.

Have a clear vision. What does your life look like when you can do what you want? This is your dream, or vision. I had a vision for my family in terms of what I wanted my family life to look like; a vision of my kids at private school and less pressure on my husband at his corporate job. As the view along the path changes, so will your vision. Along the way, I envisioned really getting to know the people on my team and learning more about their goals. Hold on to your vision, as you reach the top, the view becomes clearer.

Goal setting is critical. You cannot climb the mountain until you know which peak you want to see the world from. Determine where you want to go, write down your goals and follow your plan. Post your goals up so you can see them every day. Remember people without plans and vision perish. I wrote down my goals monthly on a whiteboard in my bathroom. It made me look at the path I was taking every day and made sure I was heading to the peak of the mountain. I encourage my entire team to write both their business and personal goals every month, just to make sure they are climbing the mountain they want to summit.

You need to know this will require sacrifice. You may have to sacrifice a little of who you are today to become who you want to be tomorrow. That seems okay, right? Every person who has achieved greatness in their life has had to make sacrifices. I missed little league games, we did not have a home-cooked meal every night and the house looked messy at times, but every minute away was worth it because of what we have today. Being out of balance is only temporary when you are working toward your goals.

You must also have belief to be successful. Belief is a huge element of your success on the journey. Believe in your Arbonne products and use them all. Learn about this awesome industry. I must thank Michael Clouse and Tom Barrett for their commitment to training on network marketing. Most important is to believe in yourself. I had many days when I doubted my

dreams were worth the hard work. When I did not see the results I wanted, I questioned my abilities. This is when I had to take a moment to look at my goals, look at my achievements thus far and do a little self-improvement to get my belief back on track. Finally, believe in our Executive Team and that this is the right company at the right time!

Get into the right type of activity, too, and stay in activity while building your team. It does not matter if you do "One-on-One" or "Group" Presentations. Begin by sharing the products with everyone you know. Let go of the results and really embrace the Arbonne difference because your activity will produce results. As you share with people what you do in Arbonne, always ask people to join you. You can expect some to say, "no," and this is part of the journey and part of everyone's personal growth. I love it when President Rita Davenport tells an audience that Arbonne VPs have heard more "nos" than anyone. The rejection can make or break you.

It is also important to be coachable. Arbonne provides great training tools, including Arbonne University, Arbonne Learn & Burn™, seminars and coaching calls. They will help you learn about the tangible part of the business: The products, compensation plan and more. They will also help you become a better person and more comfortable in your own skin. Your upline has been there and done that, and they can show you how if you listen closely. Allow them to help you.

Finally, be a leader. Teaching others to embrace their dreams is the beginning of real success. I encourage everyone to find 12 people who want to go to the top of Arbonne with you. Then help each of them achieve success. Leadership is not about being a boss. It is about leading the way, giving encouragement and helping others focus on their vision. So many people in the world just need to know you believe in them. The more leadership you give, the stronger your business becomes. Arbonne is a team business and the strongest teams make it to the top together.

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success strategy:

“ Hold on to your vision because every step of the way it gets clearer and clearer. ”



ENVP Nancy Wilcox, AM Cathy Baber, ERVP Colleen Hill and Jeanine.



Jeanine with AM Ruth Boynewicz and Northern Virginia team members, Sue Wilson and Olivia Rabinowich.



AM Anne Estes, Jeanine and EAM Janie Tenney.



RVP Natalie Stallings, NVP Laura Harry, ENVP Donna Weiser, ERVP Jenny O'Neil, Jeanine and ENVP Nancy Wilcox at the O'Neil and Stallings Mercedes-Benz car presentation in Virginia.

There are so many people to thank on this journey.

To my husband: You are first and last on my list of people to thank because you have been a pillar of strength and optimism in even the most frustrating moments. I love you, my honey. You are one incredible maintenance man and my best friend! To my boys, Jordan and Garrett: You guys believed in me even at times when mommy was so tired of working hard, and you have been so helpful and patient. As we always say, "I love you both all the way around the world and to the moon and back!" To my mom: Thank you for helping me with the boys all the times when the babysitters cancelled!

To my talented team of business builders and all their supportive spouses, as well as all my Clients: I am so grateful for the support, belief and caring spirits you have all shown me. You are my soaring stars.

To ENVP Nancy Wilcox: You are an inspiration and a person I would follow to the top again. Thank you so much for your belief in me. Here is to a long-lasting relationship.

To ERVP Jenny O'Neil and RVP Natalie Stallings: Thank you for joining me and trusting my leadership. You are two powerful young women, and I am so proud of what you both have created. I am honored to have you in my life.

To all the AMs in the Montgomery Nation: You are one step away from an incredible place in Arbonne, so keep focused and believe. You can do this! To EAM Beth DeGraff: I am so excited about our journey together in Arbonne. To think we get to grow old together and share Arbonne, too. I love you. To AM Cathy Baber: You are in a great place. Keep your smile on and keep your belief and momentum strong. To AM Ruth Boynewicz: Thank you for joining Arbonne early on in my journey. You are an incredible friend and a great leader. To EAM Janie Tenney: Thank you for joining me. I will see you at the top, my friend. To AM Anne Estes: Wow, I am so excited about the team you are creating. To AM Debbie Jobe: You are a class act; hold on to your hat as you go to the top. The fun has just begun. To AM Karen Langston:

Stand tall and believe because you are building strong. I believe in you. To EAM Elizabeth Hoffman and AMs, Angie Gilley, Nancy Mabry, Sandy Haddock, Stacie Martin, Kathryn Lindsay, Laurie Stokes and Lisa Goodman: You all are in incredible activity. Keep your focus because you are creating a fleet of white Mercedes-Benzes.

To all the District Managers in the Montgomery Nation: Strive toward Area Manager because this is where things start happening. I believe in each of you.

To the Home Office staff: Thank you for your passion and vision.

To every Client who offered to host a Presentation, tried a skin care sample or gave referrals: Thank you for your support.

And finally, if you are reading this *Eye on Arbonne* story, answer the question: Where will you be in five years? If nothing changed, then maybe Arbonne is the change you need.



Jeanine with North Carolina team, EAM Beth DeGraff, AM Debbie Jobe, AM Karen Langston and EDM Molly Nave.

The Jeanine Montgomery Nation at NTC 2006 St. Louis.



Jeanine with Austin, Texas girls, EDM Stephanie Foreman, EDM Leah Salinas, DM Sally Barry and DM Cheryl Bloom.