

## THE POWER OF THE DECISION

When I first learned about Arbonne, I had a successful career practicing law. However, as a trial lawyer, I had little control over my schedule. I worked 60 to 70 hours most weeks in a high stress environment. I felt like a slave to my career. I longed for a better alternative. I was still paying off student loans from law school, and it seemed impossible to even consider leaving the profession. My sister suggested that I look into what her boss' wife, ENVP Cleary Clarke-Maly, was doing. She said Cleary worked part-time from home, had the potential to make a great income, loved her job and had just received a new Mercedes-Benz through participating in the Mercedes-Benz Cash Bonus Program. When I asked what it was that Cleary did for a living, my sister said it had something to do with skin care products formulated in Switzerland.

Cleary mailed me a sample pack of Arbonne's NutriMinC® RE anti-aging skin care system. I tried it and was completely sold on the products. I had never used anything that felt so good on my skin and gave me such a healthy glow. Cleary then told me about the potential income opportunity Arbonne could offer. I was certainly attracted to the idea of potentially achieving financial and time freedom, but it was difficult to imagine going from a law career to selling skin care products. Nevertheless, I attended Arbonne's NTC 2004 Texas in the spring of 2004 and my belief in the Arbonne opportunity grew strong. I met outstanding professionals from all backgrounds and careers, who had built incredible businesses with Arbonne. I became convinced that Arbonne could give me the lifestyle and choices I desired. It was simply up to me to decide to do it.

The following month, I made my decision. I gathered my courage, resigned from my law firm, stepped out of my comfort zone and



**jennifer schiller**

Independent Consultant, Regional Vice President  
Jennifer Schiller Region; Winston-Salem, NC

embraced the Arbonne opportunity wholeheartedly. It was a leap of faith and a financial risk, but I believed that with hard work and consistent effort, I would be able to potentially replace my income, if not surpass it.

I have learned that there is power in decision. This idea is captured in one of my favorite passages which says, the moment one commits oneself definitely, then providence moves, too. All sorts of things occur to help one that would never have occurred otherwise. A whole stream of events issues from the decision, raising in one's favor all manner of unforeseen incidents and meetings and material assistance, which no man could have dreamed would have come his way.

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Jennifer with mom, JoAnn; dad, Art; brother-in-law, Jason; brother, Mark; sister, Krissy and nephew, Ethan.



ENVP Cleary Clarke-Maly and Jennifer at NTC 2006 St. Louis.



AM Claudia Roppel and Jennifer at the New Managers' Celebration, NTC 2006 St. Louis.



## success strategy:

“ First dream, then decide and be patient while you grow. ”

I set my goal to reach Area Manager by September and achieved that while I was in Cancún on the Arbonne incentive trip! Then I set my good, great and awesome goals for reaching RVP. My awesome goal passed me by, but I was thrilled to achieve my good goal when I promoted to RVP the following September.

It is amazing how many Consultants are promoting to RVP in just a few short months. I found that becoming an RVP in Arbonne is earned one day at a time, one Presentation at a time, one phone call at a time and one “no” at a time. Only by working through one life challenge at a time — having the courage to stay the course, even when you feel like a team of one, or failing to achieve your “awesome” goal — does one succeed. I found that Arbonne is a race of endurance and personal growth, not speed.

I promoted to RVP on September 1, 2005, boarded a plane to Hawaii for the 2005 Arbonne ASAP incentive trip, celebrated my 32<sup>nd</sup> birthday with my Arbonne family, then returned home to pick out my beautiful, new white Mercedes-Benz and celebrated the successes of our team at a wonderful car presentation. I also reached my goal of replacing my law firm income. What an incredible high!

As thrilled as I am to reach my initial goals with Arbonne, the personal growth I have experienced along the way has been the biggest blessing of this journey. For many, the road to RVP is not an easy one, but I have found it to be one of the most personally rewarding journeys I have experienced.

One person’s success in Arbonne is always the result of the success of many, beginning with the leadership and vision of Arbonne’s Executive Team who bring us fantastic products, a generous compensation plan and the best support available in the industry. Thank you for providing this unparalleled opportunity.

To my friends and Clients: Thank you for trusting me enough to try Arbonne’s wonderful products, and for supporting me by hosting Presentations and sharing the products with your friends and families.



Jennifer with the team and her new Mercedes Benz.

To my sister and best friend, Krissy: Thank you for introducing me to Arbonne through Cleary. I hope that someday you will join me on this journey so that you can be home with precious baby Ethan. To my family: Thank you for your unconditional love, support and belief in me and for helping me to feel good about my choices. I love you!

To ENVP Cleary Clarke-Maly: I could not have done this without your unwavering encouragement, leadership and friendship. You have given your time and heart to me and my team, at every turn, and I am deeply grateful for it. To my sponsor and head cheerleader, RVP Tina Morgan: You are a wonderful example of faith, balance and commitment to both your business and your family. To ENVP Deanna Herrin: Thank you for laying down the foundation and working tirelessly to ensure our organization is one of the highest integrity.

I especially want to thank my incredible team. To my dear friend and first Arbonne Ace, AM Sarah Jenkins: You set the pace! Thank you for bringing your faith, energy, commitment and confidence to our team. To AM Paula Grisham: Your caring spirit and tremendous capacity to give are blessings to all who know you. Thank you for trusting my leadership. To AM-in-qualification Beth Tilley and DM Claudia Roppel: Area is just around the corner and a stepping stone away from RVP. To DMs, Kelly Welch, CJ Joseph, Jenni Wright, Leigh Cortesis, Kelly Jacobius, Amy Pontocorvo, Pam Bevilaqua, Joan Fyock, Rosie Matsko, Toshja Reeves, Joy Walser and Elizabeth Staley: Thank you and know that each one of you can take this all the way to the top! To the many new business partners joining our team and those to come: Do not let this opportunity pass you by — the decision is all yours!

AM Beth Tilley, DM Kristy-Ann Joyce and Jennifer at the New Managers’ Celebration, NTC 2006 St. Louis.

Jennifer with EAM Paula Grisham and RVP Sarah Jenkins at NTC 2006 St. Louis.



NTC 2005 Las Vegas Grand Awards Dinner.

