

## LEARN TO BELIEVE IN YOURSELF

My first experience with Arbonne came when my mom told me that my cousin, ENVP Dana Collins, had been presented with a white Mercedes-Benz, after participating in the Mercedes-Benz Cash Bonus Program. At that time, I did not even know the name of the company she worked for. I sent a note of congratulations and let the matter drop. Where my skin care was concerned, I was content with my bar soap and drug-store moisturizer.

In 2002, while talking with Dana, I mentioned I had some nagging symptoms, as a result of a chronic physical ailment I was experiencing. She went on to explain about issues of balance, and I invited her to come to Pennsylvania to do a Presentation. She did — and it was bad! I was a horrible Hostess. I questioned everything she said and brought out my products for her to show me the questionable ingredients. With my Hostess rewards, I just purchased makeup and did not spend a penny more! I am sure Dana drove those 100 miles home wishing she had never agreed to do the Presentation. However, one of my neighbors who came to the Presentation, Judy Cahill, had stars in her eyes and fell in love with the products. She talked non-stop about them and, about six months later, she decided to officially “do Arbonne.”

In the spring of 2003, I was contemplating what I was going to do with myself now that my youngest was graduating from elementary school. I had taught school for 20 years, but had quit when she was in the first grade. I decided I would re-apply for a teaching position. I had applications for teaching and all the required forms sitting on my kitchen counter ready to be mailed, but I could not bring myself to go through with it. I kept thinking about Arbonne, so when Judy asked me to go to Baltimore, Maryland to attend a meeting, I agreed. We got there a lit-



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tle early, got seats and waited. The room filled up and people began to whisper, “There is Dana ... that is Dana Collins! Oh look, there she is.” I kept looking at the people looking at Dana in awe. It was a strange experience for me, but it made me really consider the business. I called her the next day and said “Dana, what is this Arbonne? Everybody thinks you are like Elvis!” I signed on the next month.

I found that I had lost my sense of self by being home and not having a paying job. Even though I was a mom, wife, sister and a daughter, I had little self-respect. I longed to feel valuable and respected and, most of all, I wanted to be like “Elvis!” I wanted to have a lot of new friends.

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Susan with husband, Chris.



Susan with her new Mercedes-Benz.



The Scholl family in Hawaii: Susan, Evan, Madeline and Chris.

## success strategy:

“ Build your belief in yourself because the only person you have control over is you. ”

Because of the long distance and schedule conflicts, Dana allowed me to get my training from ERVP Christine Parker. I had never met her before, but absolutely loved her from the start. She told me that in my first month I needed to sell enough to qualify for District. My heart dropped. How was I ever going to achieve that? But I managed to do it and completed District in two months. I completed Area seven months after that, then sat idling at that position for almost two years. My problem? Belief. I had to get over what I perceived as “bugging or pestering” people with what I had to offer. After all, I already had an ongoing issue with self-respect and did not need the negative opinions of other people to make me feel even worse. Lucky for me, I had Chris and Dana as my coaches. I did what I was told. I read every book assigned, listened to every tape and went to all the meetings, even though they were a 100 miles away, each way!

This past summer, I took my family to Hawaii for two weeks, courtesy of Arbonne's incentive program. While in Oahu, my college buddy, AM Debbie McQuaid, and I had many opportunities to talk to others about the business. We realized these people were just like us and that we, too, could become RVPs. When we returned, we held a team meeting. I told my team members how angry I was with myself for sitting around and that it was time to get moving. The next month, we went into first-step qualification and then completed Region in December, despite quite a few obstacles, including my dear friend's house burning down. (However, she did manage to save her NutriMinC® RE<sup>9</sup>® set). I remember that glorious night on December 29<sup>th</sup>. My team surprised me with a party where we spent the evening calling Clients until we reached what we needed in sales to complete qualification.

Needless to say, I have a great team. My two AMs, Sandra Donahue and Debbie McQuaid, have been my biggest cheerleaders. Sandra and Debbie, I love you both and could not have done this without either of you.

To DMs, Lisa Pizio, Priscilla Connolly, Chris Turner, Nancy Wright and Beth Nelson: I am proud to call you my friends and I love working with you. To all of the Consultants who are moving up the ladder of commitment: I am proud of your hard work and look forward to seeing you promote.

Celebrating reaching RVP. **BACK, L-R:** AM Debbie McQuaid, Susan, AM Sandra Donahue and Diana Hodgson. **FRONT, L-R:** DM Chris Turner, DM Lisa Pizio and Joan Simonetti.



Pennsylvania team. **BACK, L-R:** DM Beth Nelson, Diana Hodgson, DM Priscilla Connolly, Joan Simonetti, DM Lisa Pizio, DM Chris Turner, DM Nancy Wright, Liz Moore and Nancy Rittenhouse. **FRONT, L-R:** AM Sandra Donahue, Susan and ERVP Chris Parker.

To all the Consultants on the eastern shore of Maryland: You are awesome!

To all of the wonderful women who are part of my crossline: Thanks for all of the support and encouragement. I love you all!

To my mentor, Christine Parker: All I can say is thank you a thousand times over for everything you have selflessly given me.

To my little cousin, ENVP Dana Collins: Boy, was I lucky to be born a Flanagan. Your words keep me going and are always in my head. I am so proud of what you contribute to so many people.

To my husband, Chris: You have been behind me since day one and you had the vision in your head, too. You did not bug me about my speed and for that, I love you even more.

To my children, Evan and Madeline: Thanks for being so grown up and taking care of yourselves while I was busy doing Arbonne. I love you forever.

To my hostesses, Clients, family and friends: Thanks for giving Arbonne a chance. I greatly value your business and friendship!

To my starry-eyed neighbor, Judy Cahill: Thanks for pestering me!



Susan with ENVP Dana Collins at her Mercedes-Benz car presentation.