

A professional headshot of Cecilia Stoll, a woman with shoulder-length blonde hair, smiling warmly. She is wearing a black pinstriped blazer over a white top with a scalloped neckline and a pearl necklace. The background is a neutral, dark grey.

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EYE ON ARBONNE

INDEPENDENT CONSULTANT,
EXECUTIVE NATIONAL VICE PRESIDENT

CECILIA STOLL

ORDINARY PEOPLE EXTRAORDINARY RESULTS

Independent Consultant, Executive National Vice President
Cecilia Stoll Nation; Edmond, OK

One of my favorite songs says that, faith is stepping out onto nothing and landing on something. When I joined Arbonne in July 1991, it was only to get my products at a discount and to sell to a few friends. In the beginning, becoming a National Vice President did not even cross my mind because I knew I was an ordinary person and I thought that great things only happened to extraordinary people. I lacked belief in a major way! It seemed impossible to reach such an incredible goal. I learned along the way that when you do take that step of faith, God moves in and then all things are possible!

When I joined Arbonne, I was working as a secretary (the only job I could get with my psychology degree) and I was frustrated with the 8 a.m. to 5 p.m. routine and the “paycheck-to-paycheck” mentality that my husband and I had grown accustomed to. We had no money for vacations or extra things. When I envisioned my life five years down the road, things looked bleak. We knew that when we started our family, we would want me to be able to stay home with our kids but that would mean a serious change in our lifestyle, if we became a one-income family. I knew that if I kept doing what I was doing, I would continue to get what I was getting. I had to do something, but I did not know what until God brought an angel in my life — my dear friend, ENVP Martha McIntyre. She brought me a sample pack, I bought the products and then became a Consultant. She did my first three Presentations and then I was going to be “done” with those — since public speaking was my number one fear! But someone booked a Presentation from my third class so I had to go do it. I was scared to death! I was hyperventilating, my voice was shaking, I had red blotches on my neck and I had to read everything I had prepared word for word because I was too nervous to remember anything! I was a mess; however, people bought products that night and I had the major realization that speaking in front of a group would not kill me, contrary to what I had always believed!

I knew I could have the potential to make some extra money and maybe even replace my income so, six months after joining Arbonne, I jumped in with both feet. (I know that today no one waits that long anymore ... but I was a slow learner!) I participated in the Mercedes-Benz Cash Bonus Program three years after joining the company (and back then, that was considered *fast*). Then, three years after that, I promoted to NVP ... just five days before giving birth to our second child, Hailey.



The Stolls: Marvin, Cecilia, Connor and Hailey in Snowmass, CO.



Cecilia's Why: Son Connor and daughter Hailey.



Cecilia swimming with the stingrays in Grand Cayman.



Connor and Hailey in Brazil, Cecilia's native country.

Cecilia in Mexico on a Mission trip. What a blessing it is to be able to give back.

Cecilia accepts a gift from Founder Petter Mørck during the "Cruisin' to Success" 2002 Cruise.

It was not all a smooth ride although it was worth all of the sacrifices! I struggled with everything everyone else struggles with while building this business: Rejection, cancellations, no shows, people's lack of belief in me and this opportunity, time away from home, late nights, early mornings, etc. For a long time I was the only person on my team who was committed enough to go to meetings. I was a team of one but I did not give myself the option to quit. That helped me a lot because many times while building my business I felt like quitting.

I think it is normal to ask, "Will this ever work for me?" or "Are all of the sacrifices I am making going to pay off some day?" or "How many more 'Nos' can I stand to hear?" or "Why doesn't anyone want this as badly as I do?" I really believe that only the people who are still standing after asking all of these questions deserve to get to the top. I recently heard RVP Debbie Kirk say that one of the reasons we get rewarded so much when we get to the top of this company is because we are willing to risk so much in the beginning: Our time, money, resources, energy and even our emotions!

I have learned so much along the way! I learned that this business can be worked part time, but not sometimes. I learned that it is better to get serious and get it "over with" than it is to just "play" Arbonne every now and then. I learned that if you are not "coachable" you will not be a great coach. I learned that there are no shortcuts. I learned that going to meetings (including NTC) is not optional. I learned that even though in the beginning you spend money to build your business, there comes a day when, with one paycheck from Arbonne, you can have the potential to pay off all your bills and have plenty left over! I learned that if you do not quit before payday, you will make it! I learned that your commitment is directly reflected in your calendar. I learned that courage is not the absence of fear; it is the willingness to do what you are afraid to do. I learned that you cannot pass on belief to people who are not willing to receive it. I learned that if you do not believe this was intended for you to have, you will not have it. I learned that whether you think you will succeed or fail, you are right. I learned

that if you work your business with integrity, it will be blessed! I learned that unless you are willing to grow personally, your potential for income will not grow. I learned that if you love your team with God's love and put a "10" on everyone's forehead, you help people see themselves the way God sees them. I learned that if you never quit, you will make it. Finally, I learned that even though the mountain we are climbing is high and sometimes rocky, the view from the top is breathtaking!

I am so blessed! I did step out onto "nothing..." and what a "something" I landed on! I have to pinch myself every morning as I get on my knees and thank God for blessing me so abundantly. I had such a hard time believing that it was okay for me to be so blessed! But I learned that a loving Father wants to give good things to His children, in order for them to use those things to bring glory back to Him! And that is my purpose in life! I want to help other people find their God-given potential and become all that they want to become!

What has Arbonne allowed our family to experience? I cannot even describe it! Besides being debt-free, it is great being able to choose the doctor you need to see regardless of whether or not he or she is on your insurance plan. It is great to not have to worry about the cost of prescriptions. I love being able to send our kids to a private Christian school. I love that my husband was able to turn down a job transfer, even though it meant the loss of his job, because he did not need to work. I love that we can not only go on mission trips to foreign countries, but we can help other people financially who would not be able to afford to go. I love it that my mom, who lives in Brazil, can come see her grandkids anytime she

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NVP Maxine King, NVP Sharon Pope, Cecilia, ENVP Carol Bowdell and NVP Carol Kirken.



NVP Rachel Sinclair, Cecilia and ENVP Deanna Herrin during the Ace Dinner.



Marvin and Cecilia during the "Cruisin' for Success" 2002 Cruise.



Cecilia with RVPs Lana Bell and Donna Kopepasah.

wants to because we can afford a plane ticket now. (When I was going to college, I went five years without seeing my parents because I could not afford a plane ticket to Brazil).

I am living a dream life! This business has given me incredible gifts. The two that stand out in my mind are personal growth and friendships. My journey of personal growth has been amazing! I am hardly the person I was when I joined this business. If it all ended today, I know that because of my experiences with Arbonne I am a better wife, mom and friend because of what I have learned through this business. I would not trade it for anything! As far as friendships ... oh, my goodness! How could I ever describe the incredible friendships Arbonne has blessed me with? That is by far the best part!

I would like to mention some of these friends, without whom I would *not* be here. First of all, to my sponsor and dear friend Martha McIntyre: Thank you for your encouragement, support, love and loyal friendship! You are an angel in my life! To my dear friend, ENVP Deanna Herrin: I love you so much! To ENVPs, Carol Bowdell, Cathi Almquist, Gina Ballew and Linda Parker: It has been such a privilege to watch your growth in this business. Your friendship means the world to me and I love each one of you! To ENVPs, Rachel Sinclair, Alicia Dewey, Sharon Pope, Carol Kirken and Maxine King: You are amazing women and I am blessed to know you and call you my friends! To the many RVPs and Managers in all these Nations, thank you from the bottom of my heart for touching my business! You have made a difference in my life! And to all my crossline VPs who have built this business with me: It has been an awesome journey, has is not?

Thank you to Founder Petter Mørck for your vision! Thank you to Stian for reinforcing your father's vision and for the many great talks we have had! Thank you to Rita for teaching me so much of



Managers Christmas Dinner: NVP Gina Ballew, Cecilia, ERVP Lana Bell, RVP Donna Kopepasah, ERVP Ann Wandishin, ERVP Beth Sparks and RVP Ann Cox.

what I know and for letting me call you my friend! Thank you to Candee for your devotion to our company and for the incredible product line you bring to us! Thank you to Shane (a.k.a. John), for your friendship through the years ... you are the best at what you do!

To my awesome husband, Marvin: Words cannot express the depth of gratitude I feel for your belief in me! You believed even when I did not. Thank you for all of the sacrifices you have made, for putting yourself last so many times and for being willing to take a risk with our credit card when this all began! I love you so much! To Connor and Hailey: You are my *Why* – my biggest reason for doing this business! Thank you for praying for mommy! I want to be an example for you both. You are my sunshine and you make my heart beat so fast when I see your precious faces! I love you forever, all the way up to the sky and back!

Most of all, I thank God for being my strength, my guide, and the only One worthy of all glory and praise, without Whom I would be nothing!



Four generations of ENVPs: Neta Irwin, Martha McIntyre, Cecilia and Deanna Herrin.

Cecilia's team and upline, along with President Rita Davenport during the "Cruisin' to Success" 2002 Cruise.

