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EYE ON ARBONNE

INDEPENDENT CONSULTANT,  
EXECUTIVE NATIONAL VICE PRESIDENT

SANDRA TILLINGHAST

# ON THE WINGS OF AN EAGLE

Independent Consultant, Executive National Vice President  
Sandra Tillinghast Nation; Cardiff By The Sea, CA

Gratitude is what I feel for the opportunity to be a part of Arbonne and one of the many leaders in the "White Eagle" SuccessLine. I chose to name my organization "The White Eagle" team because of an Indian legend that I heard long ago and because I love eagles and what they stand for. White is for the purity of the products and that light that I have seen shine so brightly from those Consultants who put their heart and soul on the line to go for their dreams. There is something so vulnerable and pure in their intention and commitment to show others the way to do the same thing that they really do shine like a beacon of light.

The legend goes like this: Only the one who has experienced the highest highs and the lowest lows can have as their guide — one who watches over them — the "White Eagle." The highs and lows to me represent the peaks and the valleys of our business. Highs and lows can also represent the exhilaration and fear of walking away from a corporate or traditional job and being reborn into a new way of life that represents pure freedom. You can be very excited and feel afraid of change at the same time. The legend also says that the eagle flies high above the arrows of man. I think of the arrows as obstacles and rejection. Throughout my Arbonne career, I have, like many others, experienced both of these. Some days I was able to dodge them with the grace of an eagle flying high above the things that could have stopped me. Other days I ended up flying too low and had to learn my lessons so that I could get back up and fly again. Each time I did, I was stronger. My greatest achievement in Arbonne has been not letting life — the big things and the little things — steal my dream, which is "freedom" and the opportunity to help others have the same.

My Arbonne career started when I was given a sample pack of the skin care products from a friend. At the time, we were both in another network marketing company. I could not believe how much I liked the product, and then I looked at the opportunity and felt that it was worth leaving a top position with that company to start over with Arbonne. My instinct was that moving to Arbonne was right for me. On good days, I felt sure that I could rebuild an organization and have an incredible career with Arbonne and have the opportunity to help other people, as well. I am so grateful today that I listened to my inner voice.

I was a single parent when I started my Arbonne business. Leaving a company where I was already making a comfortable income and enjoying the added benefit of a company car was a risk. I had to put a stick-



Sandra and husband, Ted with sister, DM Pam Bourbon and Paul.



Sandra with son, John.

ENVVP  
sandra tillinghast



Sandra's team showing off their Arbonne skin on New Year's Eve. AM Vanessa Black, Michelle Bunch, DM Pam Bourbon, Whitney and Sandra.



RVPs Jana Good and Jerry Conti, RVP Barbara Mertzluft, AM Jodie Clapp and Sandra.

er on my calendar and read it out loud every day. The sticker had a quote that said life is either a daring journey or it is nothing at all. For those of you who are already in Arbonne, I do not need to sell you on this opportunity. You have discovered the beauty of owning a business that does not own you. However, there are those of you who will read this who have not started your Arbonne business yet, probably because you are not sure about what your journey will look like. It will look like what you decide you want to experience. If your intention is to build a successful Arbonne business that will give you financial and time freedom, then you will take the necessary action to do just that. By taking the right action and taking it consistently and teaching others to do the same, your journey will be faster. Do not waste your time worrying. Make a decision, jump in and give it all you have got. We have systems in place to help you build your business. You have an upline, crossline and corporate staff dedicated to the success of your business.

My organization is built up of all types of people from different walks of life. People like you and me — working moms, professionals, stay-at-home-moms, husband and wife teams and single parents. Some are full-time; most are part-time. That is the beauty of this business. You make your own hours, you bring the people you want into your business and you take your business to success in the time frame you decide is right for you.

There have been ups and downs in my life since I started my Arbonne business. The one constant thing was my faith in God, followed closely by my commitment to provide an extraordinary life for myself and my son, John and my business. I took care of my business and it took care of me. Today, my husband, Ted is my partner. We share the Arbonne products and opportunity with everyone we know. We love our family and our friends and we want them to have the same opportunity for health and wealth that we do. We just finished building our dream home at the beach in Cardiff By The Sea, California; John is in college

and I am so grateful to say that I live the life of my dreams. It took work and commitment and it was soooo worth it!

At the beginning of my business, "no" was a hard word to hear but I got tough and learned how to move on or go back and try again and turn that "no" into a "yes!" I also learned how not to take rejection personally. Now my job is to continue to make a difference wherever I can, sharing the opportunity and products; it is also to be the White Eagle in my SuccessLine.

One of my favorite books explains how an eagle gently coaxed her offspring toward the edge of the nest. Her heart quivered with conflicting emotions as she felt their resistance to her persistent nudging. Why does the thrill of soaring have to begin with the fear of falling? The eagle drew courage from an innate wisdom. Until her children discovered their wings, there was no purpose for their lives. Until they learned how to soar, they would fail to understand the privilege it was to have been born an eagle. And, so one by one she pushed them ... and they flew!

I was not always the eagle. Sometimes I felt like the chicken. Sometimes I enabled my team by buying into their stories. Listening to their excuses didn't help them, it hurt them. Today, I am the White Eagle and I do push them based on what they say they want. I hold them to their word and to their highest possibility. We all need to have someone in our life that holds us in the place that we truly are capable of being and coming from.

*continued ...*



ENVP Donna Weiser, RVP Sally Hallada, Sandra and President Rita Davenport.

There is nothing brilliant or inspirational about fear, doubt or limited thinking.

Today I have the privilege of working with a team of professional, loving, caring Consultants, Managers and VPs. I would like to take this time to thank Donna Weiser, the best business associate and friend anyone could ever have; the Weiser and Wilcox Nations and all of the fantastic Consultants, Managers and VPs who make up those Nations.

To my dear, longtime friends and Arbonne companions, RVPs Barbara Mertzluft and Natalie Gauci and your fantastic teams: Thank you for continuing to believe in yourselves and the opportunity. And to new friends and committed leaders, RVPs Jana Good and Jerry Conti: Thank you for your contribution and talent.

I also want to say thank you to all of the new Consultants who continue to come into our organization. Thank you for trusting that we have a system to help you achieve your goals and dreams. Thank you for taking risks and thank you for being courageous.

I would also like to thank a few very special people who have made this dream possible in some special way. To my husband, Ted: God has given me a precious gift in you. Thank you for always loving me and believing in me. John, if it were not for you, I would not be here today. My wanting to provide you with a great life made me stretch so much further than I would have without you. I want to thank my family members for being in Arbonne,

AM Tamara Krupchak, RVP Natalie Gauci, AM Jodie Clapp, RVP Barbara Mertzluft and Sandra.

for being Clients or working with me in whatever capacity you do. I appreciate and love all of you.

Last, but not least, thank you Arbonne: Petter, Rita, Stian, Candee and every person on the phones or in the corporate office who makes it possible for us to share the opportunity and products with confidence.

*I will leave you with a few of my success tips:*

- \* Know what you want and why you want it and put a date on it.
- \* Remember, success is an inside-out job. Who do you have to become to make your dreams a reality? Only you can identify and then do whatever it takes to build a solid personal foundation to launch from.
- \* Find a coach, identify some mentors in the industry or in Arbonne and duplicate what they are doing.
- \* Have a strategy and a recipe for success.
- \* Create and work four 90-day business plans a year. These plans will keep you focused and give you the clarity you need to see what immediate action you can take to get you closer to your goal. Stay focused on what you want.
- \* Identify those Consultants who do want to go to the top and work very closely with them. Help them create their plan of action and hold them accountable to their word.
- \* Lead by example. Love and care for your team and show them appreciation and recognition whenever you can.
- \* Have fun and *never, ever give up!*

