

## LIVING A DREAM

It is hard to believe my Arbonne journey began just two and a half years ago! Something that was so unexpected has changed my life dramatically! I was a former special education teacher who started staying home with my children 16 years ago. I felt blessed to be able to be home with my children. After all of my children were in school, I became a substitute teacher at their school. I loved the teaching part but felt drained coming home to my family after a long day. And, while rewarding, substitute teaching did not significantly add to our family's income. With a Navy husband and three kids in private school, I wanted to do more to ease the financial constraints of our family. I wanted our family to have more choices and more time together. One day it arrived, as amazing as it was unexpected!

I received an invitation for an Arbonne Presentation from ERVP Mary O'Donnell, my friend and neighbor. I could not make her Presentation but she signed up my dear friend Shelley O'Neill, whose Presentation I did attend. I hosted Presentations for Shelley and started loving the products that I earned. Despite the fact that I had *never* sold a thing in my life (remember that when people who tell you they could never sell), I realized Arbonne was something I could do. I did not know what I was looking for until I found Arbonne – or, until Arbonne found me.

My journey has had its share of ups and downs, plenty of "nos", unreturned calls and no-shows; but in spite of these challenges, I saw the potential in this business. My lowest point came after the Christmas holidays of 2005. After the hectic pace of the holidays with my family, and the work I put into building my business as a new Area Manager, most of my team dropped out! Exhausted and frustrated, I sat on the couch, cried to my husband and realized that I had to decide to con-



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tinue or give up. Through tears, I told my husband that I did not want to quit but that I needed to do my business differently. I decided that I needed to rebuild my team and that I would – no matter how long it took. But, I realized that I needed to take the emotion out of it! I needed to "do the do" and focus on the activity, *not* the results, for as long as it took! I charted my goals and activity and stopped second-guessing myself. I offered all the options to every Client: paying retail, becoming an independent Consultant or learning more about the business. Then I waited and *listened* to what they said they wanted from Arbonne.

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Joann's Why: Jack, 11; Robert, 16 and Stephanie, 11.



Joann with NVP Donna Bradley at her car presentation.



Joann with son, Robert and sisters, Eileen Ackerman and Ann Roth.



## success strategy:

“ Do the do and be coachable for as long as it takes! ”

Some of the people I would have prejudged as being too busy or not the type (as if there is one) said “yes” to doing the business. The key was waiting for their answer!

The other key to reaching RVP was building a belief in the industry of direct marketing. Leaders say that if your business is stalling you may have a belief problem in one or more areas: the products, the company or the industry. I loved the products; the company blew me away with its heart and its generosity. But my belief in the direct sales industry was lacking. I started listening to CDs on the industry and began to understand the unlimited potential of this industry for time, freedom and residual income. Remember, this business and company is a gift, so offer it to everyone and see who says “yes” or even “maybe;” and let them know the potential available with an Arbonne business.

This is a business that involves so much teamwork and support:

First, thanks to God for all the blessings of my life! My gratitude for the people and opportunities in my life grows every day.

To my amazing husband Michael, who has always supported everything I have done and who saw the potential of this business before I did. You are my hero and the best father ever. Thank you for all the extra work you picked up while I worked the business. I love you so much!

To our children: Robert – you are an amazing son who always encouraged me and lifted my spirits. Your impromptu speech at my car presentation was the highlight of my night. Jack, you were supportive of my business from the start and always wanted to know what my numbers were – you have such an awesome heart. Stephanie, no one loves the car more than you – except dad. You have an amazing spirit and a heart of gold. You all are my *Why* and I love you so much. I thank God every day for each of you!

To my parents, Jack and Joan McCloskey, you raised us with a faith in God and created a close-knit family and a support system that is awesome! I love you both!

To my two wonderful brothers and five amazing sisters and their families, thanks for all your support and encouragement in my business and life!

Joann with Region at Mercedes-Benz car presentation



AM Elizabeth McGowan, Joann, EAM Anne Doyle and ERVP Mary O'Donnell.

To my in-laws, Bob and Marie Wagner, for all their support and encouragement and for watching the kids while we went on the Arbonne cruise. You are the best!

To my sister-in-law and friend, EDM Lynn Delsavio, who has joined me in the business and has been a wonderful addition to my life.

To my awesome upline, ENVP Nancy Wilcox, you have been such a wonderful support and inspiration in “doing the do” – no matter what. Your help and encouragement helped me to get to this level. Thank you for your generous heart.

To my friend Shelley O'Neill, thank you for introducing me to Arbonne but most of all for the gift of your friendship.

To ERVP Mary O'Donnell, one of the best parts of this business has been our growing friendship. You are truly one of the most giving people I have ever met! Thanks for always believing in me.

To my Areas Managers who I am honored to work with: EAM Anne Doyle, your work ethic and positive spirit are inspiring! To Beth McGowan, your sense of humor and empathy for people are true gifts! Dana Baker, your positive attitude and ability to juggle so much is amazing. All three of you are well on your way to RVP and I cannot wait to sing your praises at your car presentations!

To all my DMs, I see you all as RVPs in the making and feel so blessed to know you! You are an amazing group of women who continue to balance your commitment to your families with your talent for your business. I believe in you all.

To all my Clients and friends, thank for all your business and support! I appreciate every one of you!

To NVP Donna Bradley, thank you for sharing your experience and insights at my car presentation.

Thanks to President Rita Davenport, Chairman & CEO Bob Henry and the home office for making Arbonne the most awesome company ever – thank you from the bottom of my heart!



DM Carin Lambert, Joann, ERVP Mary O'Donnell, AM Elizabeth McGowan and ENVP Nancy Wilcox