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EYE ON ARBONNE

Independent Consultant  
National Vice President

Donna  
Weiser

## Success Strategy:

“When you know what you want and you want it badly enough, you will find a way to get it!”

Independent Consultant,  
National Vice President **Donna Weiser**



### It is all about attitude

Before becoming an Arbonne Consultant, I knew what I wanted: To make enough money to put my two kids in private school. The question was, “How?” With a B.A. degree in recreation administration and numerous career pursuits behind me – from camp directing to acting – my search ended at a Mother’s Day luncheon in May 1992. That day, Arbonne appeared in my life in the form of a gift certificate. It was definitely a blessing. I did not know it that day, but my life would never be the same!

From the moment I tried Arbonne, I knew it was no ordinary skin care line. The day that I purchased Arbonne, my sponsor Beth Launer did her job by offering me this fabulous opportunity. (Thank you, Beth!) She complimented me, telling me that I would be great at this business and handed me an Arbonne brochure. I remember clearly, as I walked away from her apartment, feeling both amused and slightly insulted. I said “No, thank you” and laughed to myself as I walked to my car! “Imagine,” I laughed to myself, “offering me an opportunity to sell skin care ... I am so sure.”

Well, here I am, 10-and-a-half years later, achieving the highest level of management with Arbonne. Remember, “No” does not always mean “No”. It may simply mean, “Not now!” People often say “No” to this opportunity because they do not have enough information or perhaps it is just not the right time. It was not the right time for me when I left Beth’s apartment. However, two months later, it was suddenly the “right” time and I remembered the little Arbonne brochure tucked away in my night table drawer.

It is important to keep people in your pipeline and keep “dripping” on them. Your job is to plant the seeds and let go of the results.



(Top) NVP Sandra Tillinghast and Donna on the ASAP Caribbean Cruise 2002. (Bottom left) L-R: AM Liz Barlak, DM Jill Namm and Donna on the Arbonne ASAP Cruise 2002. (Bottom right) Sally Hallada (RVP in-qualification) and her DM Sheila Brown at NTC 2002 Long Beach.



(Far left) Three generations of Arbonne: Donna with her mom Shirley, and daughters Jill and Erica vacationing, Hawaii 2002. (Right) Donna's newest AM Nancy Wilcox, with Chris Robinson (Area in-qualification) at NTC 2002 Long Beach.

“Your job is to plant the seeds and let go of the results.”

Sometimes it takes weeks for those seeds to grow and sometimes it takes years. It is not your business when those seeds grow.

I became an Arbonne Consultant with the intention of earning a few hundred dollars a month to pay for my acting classes. I was not interested in the sponsoring aspect of Arbonne. I did, however, need training so I attended a meeting led by Sandra Tillinghast (Sandra was an Area Manager at the time). Sandra spoke about Arbonne as an opportunity for financial success, time freedom and personal growth. From the moment I heard Sandra speak those “pearls of wisdom,” I knew I could create a successful business with Arbonne. I was determined to become an RVP as quickly as possible. Within two months of that meeting with Sandra, I promoted to District Manager, then Area Manager four months later and in August 1994, I promoted to RVP! Along the road to RVP, I was proud to become number one in the Parade of Champions.

To get to the top, I attended every Arbonne meeting and training, even if it was not convenient. If I wanted success with Arbonne, I knew I had to attend Arbonne University. To earn a degree from Arbonne University, you must be trained! How fortunate we are today to have the wonderful training tools provided by Arbonne.

The secret to my success really is not a secret! I did three to four Presentations each week, called every lead I had (I used to get at least five leads every day just “out and about” doing my daily routine). I offered *everyone* the opportunity (which means I did not pre-judge) and personally-sponsored four to five people each month. And the real “secret” was (and still is) my attitude. When I was disappointed because someone cancelled a Presentation, or a Consultant I sponsored decided not to do the business, or even more painful, when one

of my Managers chose to stop building their business, I never quit. My attitude was: Who is next? Who can I work with who wants to build a business? And I always kept an “open door policy” for those Consultants who might want to come back. We all do this business in our own time, at our own pace. I match my time with my Consultants' efforts!

My journey these past 10 years with Arbonne has been fabulous! To be blessed with Sandra Tillinghast as an incredible mentor and wonderful friend has been a gift. Thanks, Sandra for your love and support ... you have taught me so much. The personal growth I have experienced with you as my coach has been, and continues to be, priceless.

And speaking of coaches: Sonia Stringer, my personal success coach from Compass Point Coaching, has been so instrumental in my becoming an NVP. During this fabulous journey, she has taught me the importance of “being more” and “doing less!”

Rita Davenport, from the moment that I heard you say your priorities were God, your family and then your business, I knew I was in the right place. Thanks for your wisdom, humor and support! Petter, thanks for your encouragement these past 10 years. And, of course, for your vision. To earn a six-figure income when it does not even feel like work, what a gift! To wake up every day and love what I do is an even greater gift! Stian and Candace, thanks for always being there to answer questions and help with challenges. It means a lot! To Shane, James, Jason, Toni, Cheryl, Christy, Gina, Kavona, Stacy, Ina, Teri, Jill and the entire sales service team at Arbonne, on behalf of my entire Nation, we appreciate all that you do to assist us in building our business!

I have reached this awesome goal only because I am blessed

with a team of wonderful leaders. Leaders who are committed to their own personal growth and success. To Tina Lee and her Region, thanks for your commitment to your business! To my fabulous Executive Area Manager Team: Michelle Janczewski, Renee Futter, LuAnn Budiselic and Sally Hallada ... who is in qualification for Region as I write this story! And, to my wonderful Area Managers Ada Hambourger, Liz Barlak, Nancy Wilcox, Kristen VanderVeen and DoBee Pecora (and Area Manager in qualification, Chris Robinson) ... thanks for your support as we reached this incredible goal! You show up as RVPs each and every day and I respect and honor you for that.

To Sue Allison, my baby sister: Thanks for *always* supporting me and my business; I love you! Mom and dad, what can I say? From the moment I decided to seriously build an Arbonne business, you were behind me 100 percent. Dad, you have taught me how to succeed in business by your shining example! And mom, your unconditional love and support over these 10 years means so much! You have not only been my best customer from the moment I began selling Arbonne, but you are my greatest advertisement as well! Thanks for the many, many customers you have found for me all over the country! Jill and Erica, my beautiful daughters: Your patience with me over these 10 years is so appreciated! You were my *Why* when I started with Arbonne and you continue to be my *Why*. To be able to give you everything you desire and deserve has kept me going. I love you!



(Top left to right) EAM Renee Futter, Donna, AM LuAnn Budiselic on the Cruisin' to Success ASAP trip 2002; Donna and Sandra with Donna's team at their November 2002 Manger Retreat in Palm Desert. (Bottom left to right) Arbonne Founder Petter Mørck with AM Ada Hambourger and Donna at NTC 2002 Long Beach; Donna and husband Ted enjoy the Caribbean Cruise; NVP Sandra Tillinghast, Donna, AM Michelle Janczewski and RVP Tina Lee at the Ace dinner, NTC 2000 Toronto.



I look forward to parking my Mercedes-Benz next to yours very soon. A special thanks to the District Managers: You are so important to our team and I look forward to your continued success. I know the next step for you is Area Manager ... just one stop along the way to your Mercedes-Benz!

Irma and Jessie Weiser, my in-laws, thanks for babysitting in the early days of my business when the girls were little. And, thanks for giving me the love of my life, Ted. Ted, you are my best friend, my husband, and my soul mate. You never questioned my decision to build an Arbonne business. Eight years ago, when I became an RVP, you said you were the poster boy for doubting husbands." I would rather call you the "poster boy for supporting husbands." Thanks, honey, for your unwavering love and support!

*The testimonials in this story reflect the actual experience of an individual, are anecdotal only, and may be atypical.*