

## A NEW HOME

My Mercedes-Benz car presentation was on St. Patrick's Day — a day represented by "lucky" four-leafed clovers. This is ironic because success in this business has nothing to do with luck.

For the past nine years, I have worked as a graphic and product designer and really enjoyed it. I was not looking to do something else, or so I thought.

About four years ago, my husband and I decided to start a family. I quit my full-time job and started freelancing so I could stay home with the kids. We were already in major debt from a failed design business venture, which cost us our home and left us starting over. My husband, Eric had a decent job as an engineer and we thought that if we really "tightened the belt" and I took on enough freelance work, we could make it. I was willing to do whatever it took to stay home with Paige and Carter.

As we continued to rent our little place in Ventura, California, housing prices skyrocketed over the past five years. We slowly chipped away at our debt, but we could not even think about buying our own home again. Freelance design work is either feast or famine, so we could not rely on consistent income from my work. It was either continue to rent and live credit card bill to credit card bill, or put the kids into daycare and go back to work full time, which broke my heart to even think about.

Then, in May of 2006, Arbonne entered my life. I had tried a NutriMinC® RE<sup>®</sup> skin care sample packet and within a few days, my skin looked and felt better than it had in years! My sponsor,



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Deborah Simon, told me I could sign up as a Consultant to get a discount. I liked the discount part, but not the Consultant part. Although I did not really know anything about network marketing, I had such a negative view of it. She assured me that I did not have to sell anything, so I reluctantly signed up because I needed the discount!

After a few weeks, I saw even more results with my skin and started telling everyone about Arbonne. My friends tried the products and loved them, too. Meanwhile, my husband started looking at the compensation plan and one night said, "You should really think about selling these products." I literally start-

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The Wentzel family: Eric, Angelena, Carter and Paige



Angelena's little ones: Paige, 4 and Carter, 2.



Angelena with mom, Barbara.



## success strategy:

“ Have a strong *Why* with a clearly defined goal. ”

ed laughing and said, “You have got to be kidding! I did not go to college to sell skin care!” But he was not. He gave me the packet of information he had been reading and said, “I think you will be surprised, it is not what you think it is.”

After reading over the Arbonne business materials and *Eye on Arbonne* stories, I started to dream again. What if I could do this and earn a full-time income, and still stay home with my children? I remained very skeptical and had never met anyone who had been successful in network marketing, so Deborah recommended that I call RVP Courtney Hamilton. She was so genuine and I really got the sense that luck played no part in her success — just her commitment and hard work. I could do that!

So I wrote on a small piece of paper, “I will be driving my Mercedes-Benz in March of 2007,” and jumped in with both feet. I did not know how I was going to do it, but I listened to everything my awesome upline told me to do and got out of my comfort zone on a daily basis. The biggest obstacle I had in this business was myself — my pride, weekly pity parties, procrastination and disbelief that I could ever succeed in this business. It was no surprise with this attitude that I remained a team of one for several months. I felt like quitting almost once a week.

One day it finally hit me that this was my business and my poor attitude was keeping it from succeeding. I let go of my pride and started sharing these products and opportunity like the wonderful gift they are and my business took off! Amazing people started coming on board and within three months after promoting to Area Manager, I promoted to Regional Vice President on March 1, 2007!

I could never have gotten to RVP if it were not for all the incredible people who trusted me enough to join my business! It was their belief in this phenomenal company and hard work that made this possible.

Angelena with her upline, ENVP Miranda Burcham, ERVP Courtney Hamilton, ERVP Annet Edgar and soon-to-be RVPs Kym Rodda and Deborah Simon at an AM retreat.



L-R: AM-in-qualification Robyn Holland, AM Leslie Collett, Angelena, EAM Halie Scott and AM Tammy Harwood.

To EAM Halie Scott, AM Leslie Collett, AM Tammy Harwood and AM-in-qualification Robyn Holland: I am so proud of the amazing leaders and women you are. You will be RVPs soon and have what it takes to go all the way to the top of this business. What an honor to have you as business partners and friends.

To all my DMs and Consultants (you know who you are!): Thank you for all your hard work and commitment. The small sacrifices you make today will give you a lifetime of choices tomorrow.

To my upline, ENVP Miranda Burcham, ERVPs Courtney Hamilton and Annet Edgar, and RVPs-in-qualification Kym Rodda and Deborah Simon: I also could not have gotten here without your outstanding coaching and support. You believed in me even when I did not believe in myself. Having you all in my life is such a blessing and has made me a better person.

To my husband and best friend, Eric: Thank you for opening my eyes to this opportunity. You made so many sacrifices to make this happen for us. I love you so much! To my children, Paige and Carter: You bring so much joy and love to my life, and I am so grateful that I have been able to be home to watch you grow! To my mom: Thank you for your unwavering belief in me.

I also thank God for being the source of my life and everything good in it.

And guess what? We were finally able to buy our own home in a great neighborhood. Not too bad for a stay-at-home mom!

Angelena with the team.

