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EYE ON ARBONNE

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DARE TO TOUCH THE STARS

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My personal philosophy on life has always been to dream big. In my Arbonne business, I talk about dreams with everyone I meet. Dreams are the hopes and aspirations that often get pushed aside in the day-to-day business of making ends meet. I want to rekindle in everyone the optimism of life by reconnecting them with their dreams. So, what are your dreams?

There is a wonderful book that speaks to me about making dreams come true. In my favorite chapter, a deeply profound message reveals that we all have the most amazing life in front of us. All of us at one time or another have dreamed of having a life that has magic in it: A life that is special, and filled with wonderful things. Everyone deserves to have magic in their lives. I have discovered that Arbonne is the vehicle that can lead us to this magical life!

“Dare to touch the stars, live to fulfill your dreams” was a phrase I heard when I was 18. I have never forgotten it. Fortunately enough for me, my parents had always encouraged me to dream and told me I could do anything I set my mind to. Throughout my Arbonne journey, I have always maintained my dreams despite obstacles or dreamstealers. While having dreams is great, they alone cannot get you where you want to go. I know because I dreamed of success with Arbonne for six years before I became an RVP, and another two more years of aspiring to promote to the next level before I reached NVP. During this process, I learned you must follow up on your dreams with action. Otherwise, they will never materialize.

There will never be the perfect time to do this business. You just have to decide now is the time and get into action — no matter what! There are plenty of excuses and I have heard them all, some even from myself. Knowing what I know now, I wish I had listened to President Rita Davenport years ago. Then, I would have been an ENVP long ago. If I could go back, I would do some things differently. I want to share the lessons I have learned with all of you. If you are new, then you can avoid these same pitfalls. If you have been around a while, like me, then you can be inspired that now is the time to make your move toward your dreams.

The first lesson I learned is: Do not accept excuses from yourself or your team. You see, all excuses have been dispelled. Someone has been successful despite any excuse they may have. It has not been an easy journey for anyone that has made it to the top. You owe it to your Consultants and Managers



Danielle's son, Bo; dad, Jimmy; mom, Sue; Danielle, son, Carson and brother, James.



Carson, Ronnie, Bo and Danielle.



Danielle and team members at a meeting.



Danielle with RVP Mo Phillips, ENVP Sharon Metzgar and daughter, Cayce.



Chairman & CEO Bob Henry, Danielle and President Rita Davenport.

to hold them to their highest potential and not allow them to make excuses. Make sure their reasons are the absolute truths and help them find ways to be successful.

A second lesson I learned is: Be sure you see the Arbonne opportunity for the dream opportunity it is. Look at your life and see if you have what you have always dreamed of. Is it the life you deserve? If it is not, then ask yourself, "What if Arbonne is the answer?" We can have it all if we will just plug in. Most of us are willing to work really hard for someone else, so why are we not willing to work hard for ourselves and our family. If you do not believe in yourself or your dream, then who will? As my husband says, we want to show you reasons to make your dreams come true, not excuses why they will not.

A third lesson I learned is: Understand that there is no luck or secrets for success in this business. Many times we are looking for the easy answer. The truth is, it just takes hard work, dedication and never giving up. I used to think by attending trainings or NTCs we would get the one thing that would make us successful. But I was just being lazy and trying to get around doing the things I knew would make this business work. We just have to get out of our comfort zones and go to work.

A fourth lesson I learned is: Have high expectations and respect for yourself and others will too. Believe you truly deserve all that life has to offer. Expect only the best from yourself and people will come to you. When we are on the march toward our goal, it is amazing who will follow. Remember, people are looking for you! You do not need

to be in the convincing business. I carried many Consultants for years hoping they would one day become interested. I tried to pretend they were doing the business with me constantly reviving them and re-sponsoring them daily, but that did not work. Match the efforts of your Consultants. Be careful not to want it for them more than they want it for themselves.

A fifth lesson I learned is: Have an attitude of "no matter what" and "whatever it takes," meaning you should be willing to do the work to make it happen. Remember that desire alone is not enough and Arbonne does not pay for potential. Do not "quit before payday!" This business will challenge you more than you expect. Be willing to stick it out and reap the benefits. So many people quit before the rewards come, and all the work they put in up until that point is lost.

A sixth lesson I learned is: View this opportunity as a "gift" and not as something to burden someone with. I am so thankful I was presented the Arbonne opportunity in a way I could understand it. I was able to evaluate it and see it for the great opportunity it is. We need to offer this to everyone and encourage them to spend time with you and see it for what it is. Think how you can bless the lives of others! That is what this business is about.

Another lesson I learned is: This business is for everyone, so get your spouse involved as quickly as possible. You see, I did this business alone for seven years. Although, my husband was number one on my "I will show you" list. It was not until he joined me as an active business builder that my business changed. Now he wants to see how

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success strategy:

“Decide now is the time to go after your dreams and then get into action – no matter what!”



AM Sherry Whitten, AM Kym Foshee, ENVP Cecilia Stoll, RVP Donna McClure, DM Sherrell Newman, Danielle and RVP Rosellen Jones.



Danielle and husband, Ronnie with President Rita Davenport, Breanna, Beck and Steve Weaver; Carla and Rodney Jones; Charleen and John Wilbanks on the ASAP 2005 Hawaii trip.



RVP Rosellen Jones and husband, Jeremy with Danielle and Ronnie.



ENVP Euphiazene Linder, President Rita Davenport and Danielle.

much "our check" is and recruits more than I do. I am very blessed to have a spouse that now realizes the power of the Arbonne opportunity. Since he got involved, my business has grown tremendously. I wish I had realized the impact of his support years ago. I am proof that you can do this without your spouse's involvement, but with their support, your business will soar to new heights.

One of the best things about this business is the people you get to surround yourself with. I have been blessed with a wonderful team. What a tremendous gift to see how Arbonne can bless the lives of Consultants on your team, not just with the time flexibility or financial gains, but also with personal growth. I cannot wait to see the full impact of what will become of everyone on our team. I now choose my friends differently. I want to surround myself with positive people who want more for themselves and families and have a heart for others.

It is so humbling to be a NVP. It is an experience everyone should have. The journey to NVP is so worth it. I am thankful to so many people for their part in this accomplishment.

To my husband, Ronnie: I am so thankful to have you as my partner in every aspect of our lives together. You are my "dream husband!" It is so exciting to see how Arbonne can carry over into your children. I am amazed how much this business has taught my 6-year-old, Carson. And who can say they were able to build a business with the potential for a significant pay increase while staying at home with their baby? I am so glad to have had the opportunity to be home with my

16-month-old, Bo, this year. To my mom, dad and brother: I send you all a very special thank you for helping me so much with my children and always encouraging my dreams.

I want to thank my "warriors" with Arbonne! They are the reason for my success. To my dear friend and the first to promote out of my Region, RVP Rosellen Jones, as well as to RVP Mo Phillips, RVP Brandie Hatfield, RVP Donna McClure and RVP-in-qualification Carla Jones: You have my sincere gratitude.

To Area Managers: Beck Weaver, Beth Patterson, Charleen Wilbanks, Jami Buckner, Kym Foshee, Janet South, Jada Christopher, Teresa Noble and Brenda Morphew: You will all have your Mercedes-Benz soon. Thanks to you all. I wish I could include the names of all the District Managers and Consultants in our downlines, but it is impossible. There are too many to mention. Thank you all for your hard work.

To my sponsor and best friend, Jessica Jones: I am so glad to have you in this business with me. To my fabulous upline, ENVP Sharon Metzgar, ENVP Carol Waugh and ENVP Euphiazene Linder: I am blessed to have all of you!

To President Rita Davenport: Thank you so much for all your encouragement and belief in me over the past eight years. Thank you for putting your heart and soul into this business for us. You are the reason for the success of so many.

If you can dream it, you can achieve it!



BACK, L-R: DM Melissa Lonnergan, Debra Curtis, AM Kim Weyler, AM Beth Patterson and AM Beck Weaver. FRONT, L-R: RVP-in-qualification Carla Jones, Danielle and RVP Mo Phillips at NTC 2005 Las Vegas.

Ronnie and Danielle with RVP Jodie and Paul Johnson; ENVP Christine and Michael Feighan and RVP Rosellen Jones having fun on the ASAP 2005 Hawaii trip.

