

A LIFE-ALTERING JOURNEY

One Sunday afternoon, as I was holding an open house, ERVP Jerry Conti walked into the house and told me that he was in the market for a new home. So, we began driving around for several weeks to look at homes. In one of our conversations, he asked me if his partner, ERVP Jana Good, could call me about their business. Jana started to call me and I found many excuses not to meet with her. It took five months, and Jana's complete persistence, for us to finally meet. When we met at an outdoor café, she had the Arbonne Product Catalogue on the table.

All I could see was the little, red cross — the symbol of the Swiss flag. At that moment I knew that I wanted to be associated with whatever was printed in that catalogue because the symbol of excellence was printed right on the front page with the picture of the Swiss flag. Coming from Europe, I knew that these products would be made from quality ingredients and held to the highest standards. I asked Jana, "What do I have to do to be part of this company?"

That was at the end of September in 2002. Jana hosted my first two Presentations, and I promoted to first step AM in October. Then, one evening in November, while at home with a cold and feeling self-pity coming on, I made up my mind that I would not continue doing this "Arbonne thing," even though I loved the products. I rationalized this by thinking about how I make great money in real estate. I thought I could still be a wholesale buyer and enjoy the product at a discount. Halfway through the

NEW RVP



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evening, the phone rang. It was President Rita Davenport. She probably thought that this was one of many calls she had on her list for that evening, and maybe it was, but it turned out to be quite memorable to me. After her call there were no more thoughts about giving up, because of my conversation with Rita.

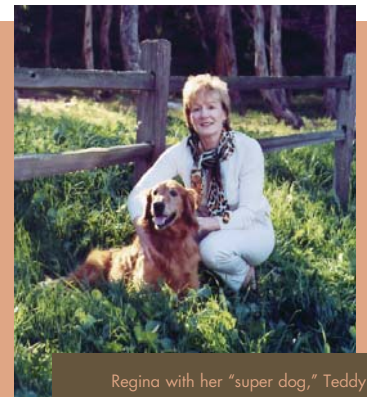
In my entire career, I had never been contacted and personally encouraged by the president of a university or any other company. So, thanks to this, I finished qualification in December of 2002.

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ENVP Sandra Tillinghast, Regina, AM Ruby Vos, AM Joanne Lavine and AM Joy Brande.



Regina at the 2004 White Eagle Nation Mercedes-Benz test drive.



Regina with her "super dog," Teddy.

success strategy:

“ Share the ‘gift’ and your dream becomes ‘reality.’ ”

In January of 2003, I attended Rita’s Area Managers’ Challenge, where I mingled with 300 Arbonne women. I got an idea of what that business could be like, but back in my mind, I still had doubts that this could support the lifestyle I was used to.

Taking a closer look at that so-called lifestyle, I asked myself if it was really worth it? It was nice making a six-figure income, but working at least 60-hours-a-week was exhausting and burning the candle at both ends. I seldom went on a trip, maybe one week a year and the phone ruled my life. I needed to always be available for clients and emergencies, usually at the drop of a hat. Not having enough time for what I wanted to do, or for my friends, was frustrating. I was risking my health with all the stress and not getting enough sleep. Was this really the life I wanted? Knowing what I know now, I was not ready for Arbonne’s gift just yet.

Shortly thereafter, I attended my first NTC in Nashville. I literally absorbed as much as I could on everything that was offered, because that was something I knew how to do while being in the educational field for so long. However, the most impact I felt was the energy and atmosphere wherever I went. Then, ENVPs Sandra Tillinghast and Donna Weiser invited me to their RVP retreat in Mexico, in June of 2004. That is when I started to understand the big picture. I had seen it all around me, but believing that it could be mine as well, was what changed my thinking and my action by treating this opportunity as what it was — a great, serious business. Thank you to these awesome “Leading Ladies.”



AM Joy Brande, Regina, ENVP Sandra Tillinghast, Ellen Lavine and Joanne Lavine.

In the fall, I started to coach with Jim Bunch. That was the third intervention that changed my life and pushed me toward the direction of my destiny — Arbonne. (Obviously stubborn people need more than just the opportunity presented to them.) First came Rita’s phone call; then I went on the RVP retreat; and now, I learned from Jim. Working with Jim catapulted me into position to finish RVP qualification.

My team is absolutely amazing. They have been supportive and working hard to make the Soaring Spirits Region a reality within two months. We went first step Region in December. I felt, breathed, thought and talked Arbonne. I would wake up at 3:00 in the morning with ideas about what to do the next day — nothing else mattered. In January, I was told that if I did not reach my goal, I could still finish in February.

This has been a life-altering journey. Arbonne is certainly a personal growth and development company disguised as a skin care company. Being in qualification for RVP has been a test for me and has helped me give birth to a dream I will continue to nurture and grow. More than anything, I want to thank all the powerful, gracious and beautiful women I have met within the Arbonne family. I have learned so much from you and I am so very grateful for your friendship.

ERVV Jana Good, ENVP Sandra Tillinghast and Regina.



Regina and President Rita Davenport at the 2003 Area Managers’ retreat.



AM Ruby Vos, ENVP Sandra Tillinghast, ERVV Jana Good, Ted Tillinghast, Joy Brand and Regina.

