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EYE ON ARBONNE

ARBONNE INDEPENDENT CONSULTANT,  
EXECUTIVE NATIONAL VICE PRESIDENT

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MOLLY GEIL

# FOCUS ON WHAT YOU CAN DO

Arbonne Independent Consultant,  
Executive National Vice President  
Molly Geil Nation; Reno, NV

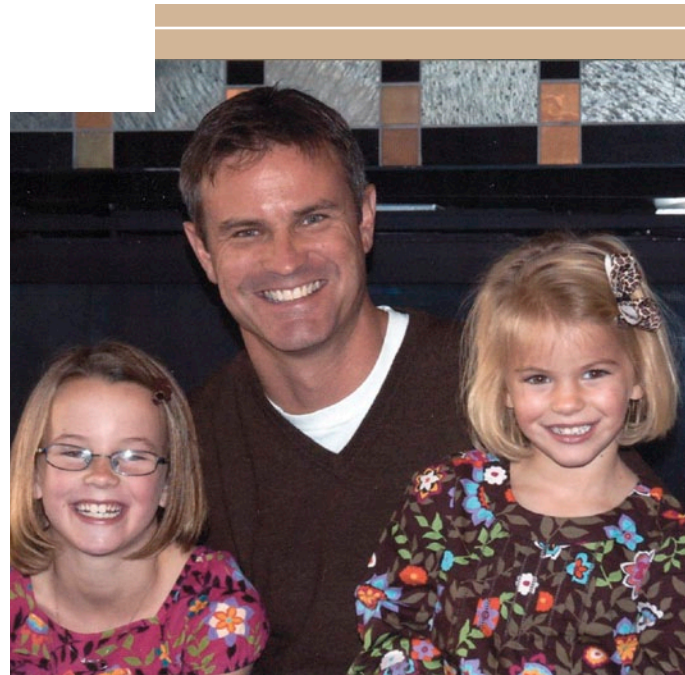
Each day starts with a choice; you can choose to be grateful, to take initiative, to persevere and to believe. That's the gift of Arbonne. It's a skin care company that changes the way you look, the way you feel and the way you experience life. I am so blessed to be part of this incredible company, and I could never have imagined the impact that my commitment to Arbonne might have on my family and me. If you're wondering what Arbonne might have to offer you, I invite you to take a look at what's inside.

When my sister asked me to consider this business opportunity with Arbonne, my answer was no and no. I was working two jobs in the psychology field and was busy being a mother and wife to four wonderful children and an amazing husband. I was busy. I was educated. I was accomplished. I was prideful. I was tired. My job teaching at the university was stressful. My practice as a psychologist was taking a toll on my family and me. I earned my PhD because I wanted options in my career, but the options were not financially rewarding. I listened to my sister's excitement about Arbonne, and I watched her success. I loved the products. I wondered if this opportunity could be something that afforded me freedom — getting paid what I was worth — and the chance to be home with my children.

I remember my first Arbonne event in Denver, Colorado. I listened to four NVPs share their Arbonne success stories. I was amazed and overwhelmed, wondering, "Why not me?" and thinking to myself, "Whatever it is they have, I want some." The women were well spoken, joyful, and they clearly loved what they were doing. I decided to commit and persevere until I was the one helping others live their dreams.

My sister told me to get into activity, book eight Presentations and then call her back. Although I was out of my comfort zone (I was a psychologist, not a skin care expert), I decided I would follow the leader. I could see that with Arbonne, I was not in business by myself, so I decided that following my leaders would create my success. I also loved the idea of helping others. With that in mind, I made it my goal to help others by sharing the business opportunity as well as the pure, safe and beneficial products. I heard a lot of "No's," but I did manage to book those eight Presentations and call my sister back to learn what was next.

I built my business that year in the nooks and crannies of my day. I was still a busy mom with four children. My husband was experiencing the downturn of the economy in his own career. I still taught at the university and continued



Molly's husband, Mark and daughters, Mariclaire and Elizabeth.



Molly with her sons, Jack and Ben.



Molly with her sponsor and sister, Jamie Avis.



ERVP Kristen Walter, President Rita Davenport, AM Tasha Kulikowski, Molly, RVP Danielle Scarpono-Perry and AM Selena Savarda at Areas in Paradise.

meeting with families in my private practice. Life was busy, but I saw that Arbonne offered me an opportunity to change things. It was fun, though my poor sister sometimes bore the brunt of my personal growth. I made my *Why* bigger than my excuses, and with consistent effort and persistence, I was in qualification for Region in 12 months.

At that time, we were moving to a new part of the country. My husband had been traveling and working for several months in Reno, Nevada. We were ready to be back together as a family. I feared not being able to complete Region, but my incredible team and belief pulled us through. However, I was now in a place where I knew *no one*, so I thought, "Now what?" This is where the incredible Arbonne opportunity really became clear. I grew my team in a new area, while maintaining a team and Clients in many other parts of the country.

If you're considering this opportunity and you're either too busy, or you don't know very many people, or you live in a remote area, or you don't know anything about skin care, or you have fears or are sure this can work for other people, but not you, then I invite you to take a look. Arbonne is a great place to be. I have met the best people, experienced amazing personal growth and had opportunities that I never would have been given. I've had the opportunity to help others, I have developed an attitude of gratitude, and I still get to be a teacher.

Maybe you are asking what it takes to be successful. First, there is no secret. Success takes persistence, never giving up, and a belief that life isn't always easy, but failures provide opportunities to recommit, refocus and remind us to go after our goals with greater determination. You have to be resilient, hold your *Why* high and know that "no" just means "not right now." You have to have a vision. I love asking myself, "Where will

I be five years from today?" It helps me create my vision. We all have the same 24 hours in the day ... make your today count.

I believe that with the right activity, belief, attitude and commitment, you too can have the freedom and flexibility Arbonne has given my family and me. My life is full of "get to's," not "have to's." I get to be with my children. I get to travel with my husband. I get to help others. I get to set my own work hours. I get to work with my friends. I get to be part of the Arbonne community, and that is a great place to be.

I want to thank my sister for offering me this opportunity and never giving up on me. Jamie, you are the most incredible leader. To my incredible husband, partner and most loving friend, Mark: I could not have persevered on this journey without your support and encouragement. To my kids, who have grown right along with me in so many ways — Ben, Jack, Mariclaire and Elizabeth: Always follow your dreams; they do know the way. Trust the journey and have faith. You are my *Why* and our future. Thank you and always be your best. Finally, Mom, I want to thank you for instilling confidence and a belief that we can do anything we set our mind to. You were my ultimate teacher in minding my mind, and for that I am grateful.

Our Nation is an incredible team of leaders! You are the best part of this journey. To ENVP Anne Sperbeck: Your leadership and vision inspire me every day. To the incredible Nor-Cal team: I love working with you; your growth, leadership, innovation and teamwork keeps us excited. To ERVP Kristen Walter, my angel and my friend: Thank you for keeping the pace. To RVP Danielle Scarpino-Perry: You are everything Arbonne. Keep following your heart and leading by example. To RVP Lesli Brisson:

*continued...*

## success strategy:

“ Choose to commit. ”



Molly with the VP Leadership Team breaking boards at NTC 2009 Las Vegas.



Molly with ENVP Lori Lucero, ENVP Tiffany Bufton, ENVP Tracey Gatchel, ENVP Tara Brandsma and ENVP Anne Sperbeck.



Molly with ENVP Lori Lucero, NVP Beth Malcook, ENVP Linda Parker and ENVP Tara Brandsma.

Thank you for teaching me the power of sharing with everyone. To AM Salena Savarda: You are a gift and you are ready to share that gift. Area Manager Jeannine Fitzpatrick: You are smelling the leather! I am so grateful to all the Area Managers, District Managers and Consultants on our team who choose to focus on what they can do to help others and make a difference. You are the heart of Arbonne, and you are the leaders who will take this company to the next level. I want to thank all my Clients, especially my first Client, my mother-in-law Claire, who saw more clearly than I what Arbonne could do, and my faithful Clients in Greeley, Colorado. You got me started and keep on loving all that Arbonne has to offer.

To my upline, ENVP Lori Lucero: You rock, my friend! I am so grateful that you have believed in me and helped me stay on track. ENVP Tiffany Bufton: You have an amazing ability to create vision and share the big picture. ENVPs Linda Parker and Cecilia Stoll: You have inspired me, paved the way and shown all of us what belief, attitude and commitment look and sound like. You are true leaders. Thank you for inspiring me through your examples and your faith.

To President Rita Davenport: I am so grateful for your leadership and constant outpouring of love. You show us how to do business and how to live better by doing more, being more, giving more!

To the Arbonne Home Office, CEO Kay Napier and the Executive Team: We are rolling now. Arbonne's future just keeps getting bigger and better. Thank you for everything you do to support the Field. To the team at VP Support: You rock and I appreciate you always being there and making it a "great day at Arbonne!"



ENVP Lori Lucero, ERVP Jamie Avis, ENVP Cecilia Stoll and Molly.



Molly with her Nation at GTC 2011 Las Vegas.

Molly with members of her team at NTC 2010 Las Vegas.



The Arbonne Independent Consultant featured in this EOA has achieved the rank of National Vice President. The average number of active Arbonne Independent Consultants who achieved this rank and average compensation is described further in the Independent Consultant Compensation Summary (ICCS) available at [arbonne.com](http://arbonne.com) > The Company > Corporate Information > 2009 Independent Consultant Compensation Summary.

The testimonial in this EOA is for illustrative purposes only and does not represent income projections. The results discussed in this EOA by the featured Arbonne Independent Consultant are not typical and should not be relied upon by prospective or current Arbonne Independent Consultants as an indication of what they should expect to earn. Actual results for each Arbonne Independent Consultant will vary depending upon individual effort, time, skills and resources. Arbonne makes no guarantees regarding income.