

A close-up portrait of Jill Lavilla, a woman with short, layered blonde hair and blue eyes, smiling warmly. She is wearing a dark top and hoop earrings. The background is a soft, textured blend of brown and gold tones.

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E Y E O N A R B O N N E

INDEPENDENT CONSULTANT,
NATIONAL VICE PRESIDENT

JILL LAVILLA

DETERMINED TO BE FREE

Independent Consultant, National Vice President
Jill LaVilla Nation; Acworth, GA

It has been said that once or twice in a lifetime, something comes along that can radically change your future. Well, that something came into my life on January 27, 2005. Although I was looking for an additional stream of income for my family, I certainly was not looking for a network marketing opportunity. As a matter of fact, I had absolutely no desire to ever be a part of a networking company again. My husband and I had been approached countless times about "opportunities," and we were not the least bit interested in any of them. But something was different about this company, from the phenomenal products and the quality of people, to the incredible and potentially lucrative business plan.

One year later, as I reflect on the many changes in my life, I am eternally grateful that Arbonne came along. My husband and I were sitting in our family room one winter morning, with a roaring fire in the fireplace as I was reading with our youngest daughter, when I looked over at him and said, "It doesn't get any better than this." It was a sweet moment. What a privilege to be able to work from home and set both financial and personal goals, together, as a family. And most importantly, it is on our schedule!

If you are reading this *Eye on Arbonne* story as a new Consultant, or if you are considering starting your own Arbonne business, I want to encourage you. This is the right time, the right business model and the right company! I have heard people say, "I don't have time to add one more thing to my schedule." None of us will ever "find" time to do this business; we must make time. Anything worth having takes time and effort. The potential to have financial independence for my family is worth the temporary sacrifices. Short-term sacrifices lead to long-term and life-changing rewards. So, I was determined to pour my time, money and energy into my business in order to achieve my goals — the potential for financial independence and time with my family.

I am often asked how I "got to the top" of this company in 10 months by personally sponsoring four true business builders. There are many reasons, including my absolutely phenomenal team, and certainly God's blessing. But what I simply brought to the table were the following three ingredients.

First is determination. I knew that for me, this company was my ticket to potential financial independence. I believed in the company, the products, the industry, God's faithfulness to me, and myself. I was absolutely determined to persist until I succeeded. It is said that real leaders are simply ordinary people with extraordinary determination. Anyone who works their business consistently and does not give up, can make it to the top. You have to want it, be hungry for it, believe it, and be determined to do it, no matter what. I decided to put my strong will and determination to good use with my business as I had as a home-school mom. I wanted to succeed quickly, so I worked my business in a way to make it easier for that to happen.



Jill with husband, Oscar.



Jill's parents, Albert and Jean Matthews, in Maui.



Jill's Why: Merrilee, Lindsay, Sean and Kelsey.



Jill with VPs from the Atlanta Team.



Jill with President Rita Davenport at her car presentation.



DM Donna Arrants, Sandy Shuler, AM-in-qualification Janna Leech, AM-in-qualification Suzy Reed, DM Kimberly Suppa, Catherine Key and Jill's sister, Rhonda Dulaney.

The second ingredient is to lead by doing and teach by example. A great philosopher once said, the most important thing when influencing others is leading by example. What a wonderful example for us to set for our children when they see us model persistence and determination in our business. It makes it easier for them to adopt these same qualities. The same is true for our Arbonne team. This theme of mentoring and role modeling is at the heart of my business. It is critical to the duplication process and vital in order to develop a thriving organization. Although I certainly do not do everything perfectly, I continue to strive and lead by example.

The third ingredient is investing our time and resources in people. Years ago, my husband and I wrote a mission statement for our family. It centers around creating a lifestyle of lifelong learning to help our children discover and fulfill their unique purpose in life. As I look back on this mission statement for our family, it is not surprising that I carry these same ideals into my business. We are doing this very thing for those we introduce to this business. We want them to have the vehicle to help them fulfill their purpose in this life. As President Rita Davenport says, "Arbonne is simply a personal development company disguised as a skin care company." How true!

The subname for my Nation is "The Gift." I selected this name because I know this business is a gift I can offer to others, which has the potential to remove any time or financial obstacles, and enable them to achieve whatever passions, desires and dreams they may have for themselves and their families.

One of my many dreams when I started my Arbonne business was to give my husband the gift of retirement. And the week before Christmas 2005, he was able to do just that — retire from the corporate world. Our precious daughters made a banner and as he walked in the house from his last day at work, he read the words, "Welcome Home Forever!" Our time was now our own!

Although my husband was not a Consultant at the time, we have been working together from the beginning. He has been my business advisor, strategic planner, tech support and biggest cheerleader. Without his love and support, I could never have achieved National Vice President in 10 months. Thank you, darling, for everything.

When I think of gifts, I think of the precious gift of friendships I have gained through Arbonne. I have met so many wonderful friends over this past year. My upline, crossline and downline have all been such a blessing to me.

To my dear friend of many years, ENVP Jan Kilic: Thank you for your love, friendship, fantastic leadership and support. To my precious friend, ERVP Donna McPheeters: I love your word pictures — keep them coming! I am so fortunate to have two brilliant businesswomen so close to me. To my crossline, RVP Ellen Francis: Thank you for your love and friendship.

To ENVPs, Susan Hutton, Shannon Johnson, Andy and Marcia Inman, Sibley Gammon, Wendy Mitchell and RVP Amanda Macho: Thank you for your support. To ENVP Donna Johnson: I really appreciate your encouraging cards.

To Donna McPheeter's team, RVP Luann Rushin and ERVP Jennifer Hall: Luann, you are a natural in front of an audience. Jennifer, you have great leadership skills and have overcome your fears with grace. To Jennifer's RVP, Jennifer Hill: Your Cullman, Alabama team is doing great! To my high school cheerleading buddy, DM Michele Jarbeau: I am thrilled that Arbonne has brought us together after so many years. To DM Caroline Connell: You are picking up steam and are really starting to roll. To AM Lisa Hartley: Let's "Arbonnize" the low country of Charleston!

To ERVP Kimberly Hallam and your amazing team: Your team took our mentoring of business launches to a new level. We are thrilled for you.

continued ...

success strategy:

“ You have to want it, believe it, and be determined to do whatever it takes to get it. ”



Jill's sponsor, ENVP Jan Kilic; ERVP Donna McPheeters and Jill.



Jill with AM Teri Viduna and Teri's Consultants, Annie Andon and Shannon Stephens.



Jill with RVP-in-qualification Lisa White and AM-in-qualification Deborah Boydston at ACTnow Louisville.



DM Tammy Yarbrough, Kim Trankina, Jill, AM Pam Sayne and DM Erin Skardasis.

You are a wonderful leader for your team! To ERVP Donna Choate: You have brought your award-winning business skills to Arbonne and it shows. To Donna's DM, Allison Fulton: Keep it up. To ERVP Wendy Ellin: You and Marty are two of the most thoughtful people we have ever met. To your DMs, Pam Gould and Andie Lea: You will do great with Wendy as your leader. To ERVP Audrey Kohn and DM Drew Sissleman: Keep talking to people and you will continue to succeed. To RVP Marie Williams: Wow! From full-time trial attorney just four short months ago, to full-time Arbonne RVP. Goodbye courtroom, hello potential for freedom! To Marie's AMs, Aminah Pollock, Aleana Curney, Akwokwo Redhead and Audrey Tolson: Your teams are growing so quickly!

To AM Teri Viduna: Your team is so fortunate to have you. My entire team is blessed by your giving spirit. To DMs Lisa Kattus and Nancy Grace, and the entire Cincinnati team: The momentum is building!

To AM Pam Sayne: I am so proud of you. You now also have an Arbonne widget on your heart that cannot be removed. I cannot wait to read your *Eye on Arbonne* success story. To Pam's sisters, DMs Tammy Yarbrough and Kim Kiser: You make our times together so much fun. Just follow your sister's footsteps. To the rest of the Sayne Area, DMs, Susan Rudder, Sabrina Hackett, Kim Staley, Minda Osborne, Erin Skardasis, Mischelle Goudreau and Debbie Lombardo: Time to go for AM! To Consultants Reitha Harden, Lori Bolton, Kim Trankina, Marcia Maxwell, Uche Anipke and Cynthia Miller: Keep it up. To Pam and Sabrina's Louisville and Evansville team leaders, Cheri Lineweaver, Vanessa McDermott and Carla Fink: You are doing great. To the dynamic duo, Denise Clark and Sandi Adams, and to Johnnye McEver: What a great team! To Sondra Naber and Mary Ann Boicourt: We are here for you.

To my dear sister-in-law, Mercy LaVilla: What a blessing it is to work with you. We love you. To Pam Lightburn: Together, we will make sure you can continue to be home with your children.

To my first business builder and irreplaceable sister, RVP-in-qualification Rhonda Dulaney: We are so excited for you and Ron. You are the best sister anyone could ever hope for. I cannot wait to ride in your Mercedes-Benz.

To RVP-in-qualification Lisa White, from Rhonda's Huntsville team: I am so proud of you. It is no wonder your team is so persistent with you as their leader. I applaud the determination of DMs, Deborah Boydston, Sheila Nichols, Dianne Phillips, Pam Kiyak and Kim Kress. To DM Pattie Steward and Kristi Juhrs: Your enthusiasm is contagious. To the entire Huntsville team: I love our time together. To Pam Jackson: You and Michelle make a great team. To Lisa's Mississippi team leaders, DMs Anita Wingo and Twana O'Callagan: Keep on going!

To the rest of Rhonda's team: Success is right around the corner. To my niece, DM Amy Matthews, and sister-in-law, DM Jan Matthews: This is your year. To your teams, including, AMs-in-qualification Janna Leech and Suzy Reed, and DM Kimberly Suppa and Mary Stewart: You are doing awesome. To the Perry, Georgia team, DM Lisa Hays, Tracy Westmoreland, Dana Arnold and all the Consultants: You are going to take Perry by storm! To Catherine Key: I am so thankful God brought you our way.

To my brother and niece, Hal and Stephanie Matthews: We love you. To my precious cousin, Rene Smith: Together, we will get that Nashville team going.

To President Rita Davenport, Chairman & CEO Bob Henry, Sr. VP Product Development & Field Events, Candy Keefe; Executive Vice President Stian Mørck and everyone at the Home Office: I appreciate your incredible efforts and foresight to keep this fantastic company strong and thriving for years to come. To Founder Petter Mørck: Thank you for your dedication to bringing exceptional products that are second to none to the market.

To mother and daddy: Thank you for your love and support. The strong foundation you provided has made it possible for me to achieve my dreams. I love you so much!

To all of the other AMs, DMs and Consultants in the Jill LaVilla Nation: No matter what last year, or even last month brought, 2006 can be a new beginning. Remember, do not quit before payday. Those who achieve are simply ordinary people with extraordinary determination!

Finally, I want to thank God for only He knows all of the plans to provide a future of hope and promise.



ERVP Donna Choate, ERVP Kimberly Hauam and ERVP Wendy Ellin.