

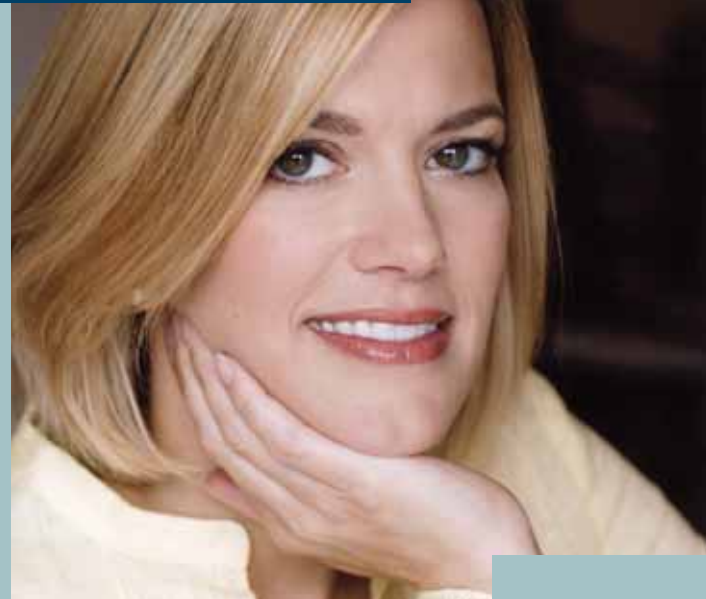
## GO FISH

When I was first introduced to network marketing, I was content with my 10-year media relations career. I found the work gratifying and my firm treated me well — window office, flexible schedule, good vacation time and a competitive salary. I never even considered that network marketing was for me. But a funny thing happened — I was persuaded to learn more about Arbonne.

As I looked further into the company, I started to see my life through a very different perspective. In five years, did I really see myself at the same company, or in the same career? If not, then what? I realized the hierarchy of a corporation's structure had me marginalized and the only one who could change that situation was me. So, I signed up to do an Arbonne business. In the beginning, I had the best of intentions, but fell victim to a common distraction for those new to network marketing. I began thinking, "If this opportunity exists, what else have I missed while I was living in my routine?" Although I loved the products and believed in Arbonne completely after doing extensive research on the company, I still did not believe this could be what I was looking for.

So, instead of developing my Arbonne business, I looked into graduate school, interviewed with other firms and considered starting my own company, including a jewelry gallery. Each idea was exhilarating, but the pursuit of each would demand more time, responsibility or financial commitment from me.

My other fatal mistake was that I ignored "the system" given to me. I tweaked scripts and participated in activities that did not produce a team, or an income. After six months of "talking" Arbonne, I



**carrie carlson**

Independent Consultant, Regional Vice President  
C. Carlson Region; Chicago, IL

reached out to my sponsor, NVP Heather Jones. After our conversation, I realized that I had not been working my business at all! I was prepared to get to work, backed up with Heather's belief in me, and willingness to help me work through the professional and personal challenges involved in running an Arbonne business.

First, I re-evaluated my values and how I wanted to live my life. I wanted to wake up on a summer morning and enjoy the day, instead of being in an air-conditioned office. I wanted to do things on my schedule — yoga, grocery shopping when everyone else was

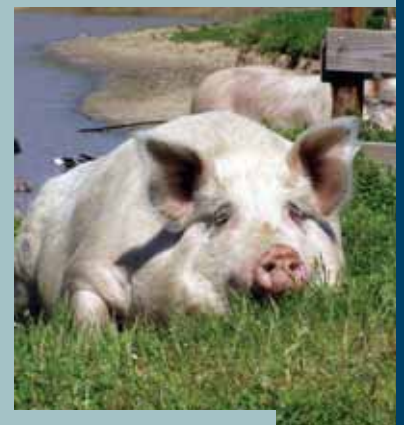
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Carrie with husband, David, enjoying a vacation in France.



Carrie's very curious office assistants, Gracie and Hank.



Lil'Bud loves Arbonne sunscreen.

## success strategy:

“Have fun and never give up.”

at work and catching up on email at midnight if I chose to! I wanted to have a family and the option to stay home with our kids. I wanted to shop, go out to dinner, or travel and have the potential to not worry about payday. I wanted to freely pursue my passions and interests. I wanted my husband to be able to choose if, where and with whom he works. I wanted to give back to my parents all that they had given to me. I wanted to have the potential to give to my favorite charities and donate my time. Think that is a tall order? Well, this is what Arbonne has the potential to give!

Once I envisioned my dreams, I went to work to make them a reality. I went to every training and immersed myself in every recommended audio and book. I did exactly what my upline told me to do. At the time, we focused on product Presentations and I committed to eight Presentations a month. More recently, I focused on reaching out to 10 people a week through the REsults Approach. In the process, I finally understood that “no one follows a parked car.” You must be someone worthy of following; you must be doing the activity that you want your team to do. You must be geared toward success.

Have you ever played the card game, “Go Fish?” Imagine playing that game and asking your opponent for an ace. They tell you to, “Go Fish!” You then draw a card from the deck and it is an ace! When I was a kid, I would say, “Got what I wanted!” Well, when I started Arbonne, it was a risk. The Aces were not at the top of the deck, and I had to have an unwavering patience. In the end, I can truly say I got what I wanted from Arbonne, and then some. My advice is to take a “Go Fish” mentality. Be patient and be willing to take risks. An Ace may not come up every day, but there are so many people out there who want what we have to offer, and they will eventually surface. So, never give up!

Arbonne has enabled me to live out one of my dreams. I am happy to now be a corporate sponsor for an animal rights and awareness organization. Each month, I send Arbonne’s “vegan” sunscreen to their California shelter for their pigs (they get skin cancer, too!). It is



Carrie with crossline friends, Julie Filipic and Melissa Pierce.



Carrie's team at her Mercedes-Benz car presentation. **BACK, L-R:** Donna Maggos, Susanne Siegel, Aimee Kleiman, Natalie Myre, Lauren Creel, Leah Wagner, Heather Jones, Raymond Siffel, Erin Wormley and Lettie Sullivan. **FRONT, L-R:** Kelly McIntyre, Carrie, Angie McIntyre and Susie Sondag.

a small part in changing the way the world views and treats animals, but it means the world to me.

My first thank you goes to my sponsor, NVP Heather Jones, for believing in me, offering me this opportunity, and for all her coaching on the phone and in Chicago. My sincere, heartfelt appreciation goes to each and every person on my team, as well as to my crossline friends, who have given me so much support. I have written this *Eye on Arbonne* story three times and, each time, there are more of you to welcome and thank! So, please know that each of you hold a special place in my heart and I am forever grateful to all of you. Many of you were up with me on those late nights trying to complete our qualification, and I will be there for you when the time comes. Who is next?

A special thank you goes to my gracious husband, David, who let us take over the living room for Arbonne meetings many evenings. You bring out the best in me. Here is to making all of our wildest dreams come true. Many thanks also go out to all of my family and friends for their support and encouragement!

My advice to those on the road to RVP: Be open to change and self-reflection. Focus on others. This journey is not about you, but in the end, you will have the potential to reap tremendous personal rewards, more than you can even imagine right now. Know when to let go and have fun. Forget what your friends and family think, because while they may seem perfectly content not to pursue Arbonne, they are really watching you to see if it works! If you work through your warm market and keep going, you will already be halfway there.



Carrie's new Mercedes-Benz.