

SUCCESS IS THE PRODUCT OF HARD WORK

Sometimes I hear people say that getting to the level of Regional Vice President is "luck." They actually buy into this belief, hoping that one day they will have this good fortune just "happen to them." While it is true, I feel very "lucky" to be with such an amazing company, I must emphasize that reaching RVP has nothing to do with luck. It is the result of work — hard work. I built my business while I was already working a full-time job, going to college full time and participating in my college sorority activities. On top of that, I overcame many other obstacles on my seven-month journey to success. Despite the barriers, the challenges I faced have made me a stronger person. Now, I am more excited rather than intimidated to meet the challenges that lie ahead of me. I know there will be many, given that I am only 19 years old!

When I was 18 and decided to be a Consultant with Arbonne, I felt that I could handle whatever obstacles came my way. Then they started coming all at once! Dreamstealers came out of the woodwork my first month in the business. High school jealousy mixed with rumors and gossip completely alienated me from the close circle of friends I had grown up with. These early friendships are what helped me develop my identity, so I was faced with making some difficult decisions that would affect my chance of being successful with this company and happy with myself. Then one day, in July, when I was feeling very down and unsure of what to do, I received a message from my old college roommate. She wrote, "Sometimes the people and things from your past are not meant to be in your future." After I read that, I began to realize how amazing an opportunity I had right in front of me. It was going to be completely up to me to either take it or leave it. The fact that I am writing my *Eye on Arbonne* success story reveals that I made the right decision.



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I really do believe that I am with this company for a reason because Arbonne would constantly find its way back into my life one way or another. After I graduated from high school in 2002, I was employed by a cheerleaders association and had the opportunity to travel all over the Midwest coaching and teaching cheerleaders of all ages for an entire summer! I loved every minute of it since cheerleading was practically my life all through high school. Now, I use those same skills with Arbonne! After the summer ended, I headed to college for the school year but halfway through, decided to change my major and had to transfer schools in order to graduate with my chosen field of interest. My transfer required me to move back home where the Arbonne opportunity remained available. It became all too clear that

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Sherrie and her mom, AM Mary Anne Handrinos at her graduation.



Sherrie and her boy friend DM-in-qualification Jordan Malinowski.



Sherrie and ENVP Carol Bowdell at her Mercedes-Benz car presentation.



L-R: AM Mary Anne Handrinos, DM Terri Gates, AM Lisa Jones and EDM Betty Patton at ERVP Judy Malinowski's car presentation.



L-R, BACK: ERVP Denise D'Alfonso and ERVP Stephanie Swaney. L-R, FRONT: Sherrie, NVP Jeanne Sterner and ERVP Judy Malinowski.

success strategy:

“Listen to your upline and take in everything that they are teaching you.”

I was destined to have a career with Arbonne and I guess you know by now that I took the ball and ran with it.

The day before my 19th birthday was (now NVP) Jeanne Sterner's Mercedes-Benz car presentation. My first business builder, EDM Linda Tarolli and I went to watch. We sat in awe throughout the entire presentation and as soon as we got back in my car to drive home, I said to her, "I want a Mercedes-Benz, too! And just watch, I'll have one before I turn 20." Even though I had only known Linda for a week, she could tell that I was serious. From that day forward, my mindset completely changed and I was ready to proceed full steam ahead with my Arbonne business.

In the course of building a successful business, I have met some of the most awesome women ever and that alone is a guarantee that I intend to be involved with this company for a very long time. Arbonne has been a way for me to create true friendships, share an incredible life-changing opportunity with others and improve people's lives.

First of all, I want to thank NVP Jeanne Sterner, for "forgetting" that I am 19 sometimes, and refusing to let me use that as an excuse. That really helped my thought process and helped me grow and learn as a person. To my sponsor and mentor, ERVP Judith Malinowski: Thank you for all that you have done to help me and my team get to where we are today! Without your guidance and daily phone calls, I do not know what I would do!

My team is made up of the most amazing group of women that you will ever meet and I am so anxious to read all of their *Eye on Arbonne* stories when they become Regional Vice Presidents! To my team, AM Lisa Jones, my mom, AM Mary Anne Handrinos, EDM Linda Tarolli, DM Angela Robertson, DM Janet Clarey, EDM Betty Patton, DM Terri Gates, DM Tracie Lelekatch and DMs Thea Mason and Michelle Struble, along with my new Consultants, Kim Vowles, Cherita Rensi and Breana Fredrick: I do not know what I would do without all of you! Each of you has so many amazing qualities that I really admire. I know that you have big goals and even bigger dreams so do not let anyone get in your way. Focus on what you want to do and do it! I know you can and I will be behind each and every one of you the whole way there!

I really do want to thank my mom for everything that she has done for me not just in Arbonne but in my entire life. Mom: You have always been there supporting me and cheering me on in everything that I do. You told me that you knew I was going to be an RVP with Arbonne and that you would do anything and everything it took to help me get there. Thanks for your 24/7 support and I cannot wait until we have two Mercedes-Benz cars in our garage! I also want to thank my boyfriend, Jordan Malinowski, for all of his help and support these past seven months. Jordan: I love you and really do appreciate everything you have done for me — even hosting a Presentation!

If I could say one thing that I hope sticks in everyone's mind after you are done reading my *Eye on Arbonne* story it would be a quote from a good friend that captures how I feel about my Arbonne experience. The quote goes as follows, "From the outside looking in, you could never understand it and from the inside looking out, we could never explain it."

L-R, BACK: DM Angela Robertson, EDM Linda Tarolli, AM Mary Anne Handrinos and DM Janet Clarey. L-R FRONT: AM Lisa Jones and Sherrie at a Regional training.



L-R, BACK: EDM Betty Patton, Sherrie and AM Mary Anne Handrinos. L-R, FRONT: AM Lisa Jones, Breana Frederick and DM Thea Mason.

