

A professional portrait of Sharon Metzgar, a woman with dark, wavy hair, smiling warmly. She is wearing a dark pinstriped blazer over a white collared shirt. The background is a soft, light blue gradient.

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

INDEPENDENT CONSULTANT,
EXECUTIVE NATIONAL VICE PRESIDENT

SHARON METZGAR

FOLLOW THE LEADER

Independent Consultant, Executive National Vice President
Sharon Metzgar Nation; Hendersonville, TN

I was introduced to Arbonne in June of 1995. I was working in a salon as a nail technician. I had recently been diagnosed with lupus and did not know how much longer I could breathe the chemicals while working 12-hour days. I began my Arbonne journey hoping that I could make enough money to cut back my time at the salon.

At that time, I noticed that many people were becoming Regional Vice Presidents and receiving white Mercedes-Benzes — all within a couple of years after starting. I decided that I could accomplish this goal for myself. A little over two-and-a-half years later, I became an RVP. I had reached my goal.

I was now driving a new Mercedes-Benz and making a great income. It was my belief that if I continued to work, and help others get to where I was, in a few years I could reach the top level in Arbonne and become an NVP. Over the next few years, two new RVPs promoted from my Region, but I still had not reached my next goal.

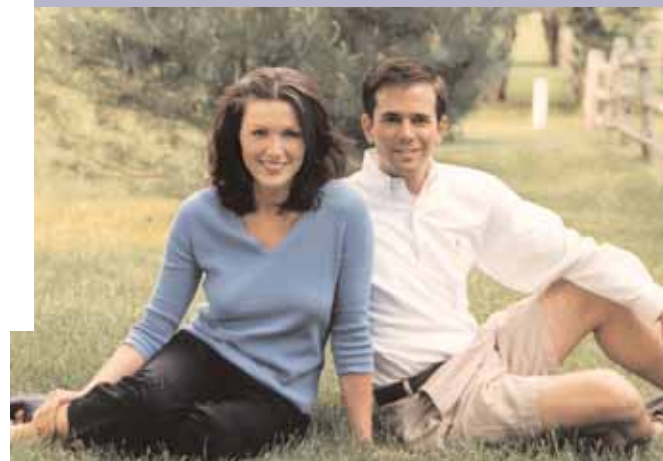
I began to hear about many new Arbonne Consultants, and some who had been in Arbonne for years, were setting new records for getting to RVP and NVP levels. At the time, I was going through some challenges in my life, so I felt that might be why I was not moving my business forward as quickly as others. This knowledge helped me move faster. The knowledge of what others were doing helped me believe that I could do the same.

In September of 2004, I went to a training in Atlanta, Georgia. I was honored to spend some time with one of Arbonne's great leaders, ENVP Cecilia Stoll. As we visited that night, she began to talk to me about scheduling Presentations for myself, as well as restarting my personal business. The next day, I went to a training hosted by ERVP Debra Fox. She talked about how many people had "raised the bar" in Arbonne. She said we should pretend that we were brand-new Consultants and raise the bar for ourselves, if we were not where we wanted to be.

I came home and got ready for Arbonne's ASAP Cancún 2004 trip. While there, I was sitting on the beach with my good friend, ENVP Cindy Pipkin, and talking about how my business was not moving like I felt it



Sharon with her sister, Trish Tidwell.



Sharon's daughter, Cayce and son-in-law, Jack Watson.



Sharon's niece and nephew, Mason and Madison Tidwell.

ENVP
sharon metzgar



Sharon and ENVP Deanna Osborn.



Sharon and her first two promoted Regions, RVP Danielle Solley and ENVP Lisa Voorhies.

Sharon and some of her Nashville Managers at a monthly recognition meeting.

should be. Cindy said, "Sharon, will you do what I ask you to do when you get home?" I have tremendous respect for Cindy and know that she is one of the top leaders in Arbonne. I heard myself saying, "Yes, I will do whatever you say." I just knew that she was about to reveal some new and powerful strategies to me. I leaned forward and listened as she said, "Go home and book 10 Presentations and start over." I was thinking, "I can't believe that she just said that to me!"

Because I believe in being a person of my word, I got on the phone and began to book my Presentations. I booked 13 for October. I also called every wholesale buyer I knew and told them what I was doing and asked them to host a Presentation.

One of the wholesale buyers I called was RVP Stephanie Anderson. When I called, she had been buying Arbonne products for several years. So, I arranged to meet Stephanie, her friend, Paula Baker and her sister-in-law, Barbara Anderson for lunch to discuss the business opportunity.

I told them how excited I was about the growth in Arbonne and how they could be a part of it. I then told them if they wanted to move quickly with me, to schedule 10 Presentations and give me a call. Before I got home, my cell phone rang and they were telling me about everything they had scheduled. By the end of October, they did \$7,000. In November, they did over \$24,000 and in December, over \$40,000.

The excitement was contagious and it began to spread throughout my team. My personal group volume went from \$20,000 to

\$100,000 in three months. Then, my mother passed away on November 2 and I went to Texas for her funeral. I was not sure that I could continue, but my team supported me with love and compassion. While I was away, they continued to work. Thanks to their dedication and hard work, I finished qualification for NVP on December 31, 2004.

I recently read a story about a man named Roger Bannister. He broke the record for the four-minute mile. For decades, experts claimed that it was impossible. One man proved they were wrong. The year after Roger Bannister ran the impossible, 37 other runners did the same thing. What happened? Did it get easier? The answer is simple: Lead the way so others can follow.

I am so thankful for all of the wonderful leaders in Arbonne. You have taught me so much and helped to develop the leader inside me. To RVP Stephanie Anderson and AMs Cindy Larson, Ellen Mitchell, Paula Baker, Kim Blanks and Mary Katherine Jordan; DMs Belinda Murray, Susie Brewer, Jody Corley, Kristin Hooper, Janet Courtrol, Cleon Dewey, Kim Wilson, Barbara Anderson, Amy Anderson, Haven Arnold, Paige O'Kelley, Jana Smith, Michelle Bennett and Veda Hurt: Thank you for your hard work. The leadership you demonstrate is amazing! To the many

continued ...

success strategy:

“ You cannot lead where you will not go. ”



Mercedes-Benz car presentation.



RVP Stephanie Anderson with some of her team.



Sharon, President Rita Davenport and ENVP Euphiazene Linder.

Consultants: Your support and enthusiasm is unbelievable. I am thankful for each one of you. Do not quit before payday! To the Consultants and Clients: Thank you for using these wonderful products and for hosting Presentations. You are so important to our business.

To RVP Danielle Solley and team: Thank you for your determination and perseverance. Each one of you has enriched my life.

To my first promoted ENVP, Lisa Voorhies: Thank you and ENVP Deanna Osborn, and the many VPs you have promoted, for giving back more than I have ever given.

I would not be where I am today without my entire SuccessLine. I love and appreciate each one of you! You are all responsible for helping our sales reach over one million dollars in 2004!

To my upline, ENVP Carol Waugh: Thank you for helping launch my business in 1995, and for teaching me the importance of setting goals. I will always be grateful.

To my mentors, ERVP Michael Anderson, ENVP Cindy Pipkin and ERVP Tina Prow-Angus: Thank you for your leadership and honesty, and for believing in me. To Diane Davis, ENVP Reneé Moss, ENVP Cheryl Kemp and ENVP Teresa Epps: You have all been there through the thick and thin. I am honored and blessed to call you my friends.

To ENVP Euphiazene Linder: Thank you for your encouragement and support, and for being the dynamic leader you are. You

embody the "spirit of Arbonne." You continually teach me about the kind of person I want to be.

To everyone at the Home Office: I sincerely appreciate all of you for the support you have given me. Thank you so much!

To President Rita Davenport: Thank you for making each one of us feel special. You have taught us to see the good in others. What an awesome example of leadership you are.

To all of my family and friends: Your love is my strength. Nothing is more important to me. To my daughter, Cayce: You are the greatest! I am so proud of you. I dedicate this achievement to the memory of my parents, JW and Angie Farmer, who taught me to be honest, work hard and have faith.

Most of all I want to thank God for the blessing of His favor in my life. Where He leads, I will follow.

The testimonials in this story reflect the actual experience of an individual, are anecdotal only, and may be atypical.



Sharon and EAM Kim Blanks.



Sharon with ERVP Cindy Larson and Founder Petter Mørck.

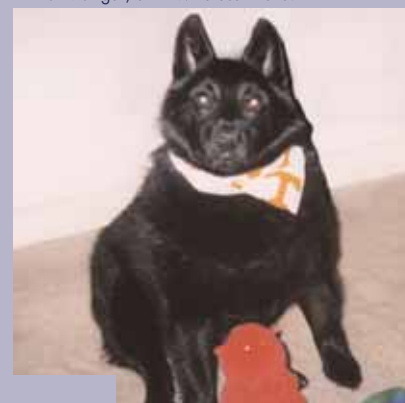


The shopping was great on the ASAP Atlantis 2003 trip.



Future ENVP, looking forward to nanosphere technology.

Arthur Metzgar, an ENVP's best friend.



Enjoying a day of snorkeling in the Bahamas.