

## The Power of the Dream

I grew up believing that education was the magic door to all of life's treasures. I had degrees in education and law and still I did not feel successful. Do not get me wrong; I believe in education. I love education but I have learned, during all of the ups and downs of life, that all the college degrees in the world will not ensure success. Success *begins* in your heart, *works* its way to your mind and *becomes* reality in your life.

Five years ago, ERVP Karen Priemer asked me to speak to her Arbonne team. I bought and fell in love with the entire skin care line. After using the products, I was asked on several occasions if I had had a face-lift.

When Karen asked me to join the business, I was skeptical. What did I know about skin care? I did not have time to learn another business. What would people say about me selling skin care products? Who would want to buy products from me? In life, we are often skeptical of things that cause us to stretch and come out of our comfort zone.

My husband, Oleg Scherschun, saw the vision. He knew that network marketing had the potential to provide us with passive income, freedom to spend time with aging parents and an outlet to empower and share knowledge. I became an Arbonne Independent Consultant on August 27, 1997.

Let me share what the power of a positive team, the potential of Arbonne and the beauty of network marketing can do. Imagine this: You are working for a huge company and one day you go to your boss and say: "I am going to need a year off because my spouse has complications from serious hip replacement surgery. Also, my father has Alzheimer's and requires 24-hour care.



NEW RVP **sharon michaels**

Independent Consultant, Regional Vice President  
Sharon Michaels Region; Tucson, AZ

I am moving my entire family to Arizona, where my father can get good, affordable nursing care. And my uncle has Parkinson's and will need assisted-living arrangements in the near future, so he has decided to move with us, too. This means I need to sell three houses in Michigan, build three houses in Arizona and move all of



us to Arizona within a few months. Since my spouse is barely walking, my mother is 80 years old and my uncle is 79, I will have to shoulder all of the responsibilities. By the way, I will need my full salary while I am away, as well. I am sure due to the extenuating

circumstances, this will not be a problem. Right, boss?"

It does not take much imagination to know what the answer to this scenario would be. Believe it or not, this exact situation played out for my family in 2001. I did not have to ask any boss for time off ... I did take a year off and every month I continued to receive my monthly override checks from Arbonne! In fact, my income increased and I got raises.



continued ... ▶

^ Sharon holding up the beautiful roses she received at the ACE dinner, NTC 2000 Toronto.  
< Sandy Klimowicz and her team, DM Kim Whitlock and Kim Thompson, visiting with Dr. John Lee at NTC 2000 Toronto.

# SUCCESS STRATEGY:

*“ You get what you ask for in life. Ask for what you want, not just what you think you can get. ”*

Our Region is a true team in every sense of the word. Together, we made the impossible, possible; challenges became victories and obstacles turned into triumph. Together, we learned to thrive in life, not just survive.

Thank you to my mom, Edith and my dad, Steve (who now smiles down from heaven) for helping me become the “teacher” I am today. Thank you to my best friend and the love of my life, my husband and District Manager Oleg Scherschun. You show me the power of the dream with your wisdom and belief. Thank you Uncle George, for always being there when I needed help.

Thank you to our fabulous leadership team: Area Manager Sheri Smith, your persistence and positive attitude is the backbone of our leadership team. Your belief in yourself and in Arbonne inspires us to aim higher than we ever thought possible. Area Manager-in-qualification, Sandy Klimowicz, your will to live life to the fullest inspires us to give thanks for the bountiful opportunities we have in our own lives. You are my “sister” and my friend. We have been through many ups and downs in our Arbonne careers, but together we got there!

To my District Manager team: Joyce VanDoorne, whose persistence is why she is a leader; Janet Zweng, who saw the Arbonne potential immediately and showed us how to move at warp speed; Lisa Teasdale, whose enthusiasm keeps us going positively forward; Kim Whitlock, whose mission is to “save lives” the Arbonne way; Betty Compeau, who is willing to do what it takes to share the power of Arbonne; and Oleg Scherschun, who has single-handedly helped the “follically-challenged” regain the hope of hair.

To District Managers-in-qualification Amy Schultz (Sandy’s daughter), who makes us want to bottle her energy, talent and enthusiasm; Cathy Bramlage, who sees the power of the dream and shares her excitement; Pat Kettinger, whose “never give up” spirit is something we should all strive to achieve.

Thank you to Executive Regional Vice President Karen Priemer, who gave me the gift of Arbonne. You raise the bar higher each time your own dreams become reality. Thank you



^ Some of the team attending a seminar with ENVP Donna Johnson.



< Area Manager in-qualification Sandy Klimowicz and Sharon in Sedona, Arizona during the Area Manager Challenge Celebration 2000.

to National Vice President Beverly Lambert: You always believed in me. You shared your ideas freely and helped our team achieve greatness. Thank you to Executive National Vice President Donna Johnson: You are a true leader, whose class and style is something I shall always strive to achieve. Thank you, Arbonne President Rita Davenport. You show us how to love the business and each other. You are the heart of Arbonne. Thank you, Executive National Vice President Carol Waugh: You have always been an inspiration to me.

Thank you, Petter and Stian Mørck, for your belief in pure, Swiss skin care. Thank you for the power of *your* dream. Thank you to Field Support: Without your patience, we would all be lost! Together we got there!



(Middle) Sharon with Executive Vice President, Stian Mørck, and Arbonne President, Rita Davenport, at Rita's Area Manager Challenge; Arizona 2000.



(Left) Sharon in Tucson, Arizona with her new, white Mercedes-Benz.



(Right) The AM Challenge 2001 with Area Manager Sheri Smith, Sharon, NVP Beverly Lambert, ERVP Karen Priemer, ENVP Donna Johnson and AM Floydilou Kerr.



^ Sharon and husband, DM Oleg Scherschun, NTC 2002 Long Beach.

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EYE ON ARBONNE  
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