

SAY YES TO A GOLDEN OPPORTUNITY

In 1990, I graduated from college with a degree in business and wanted to pursue a marketing position with a major airline. The only way into a position like that was to start at an entry level position. Becoming a flight attendant was something I could see myself doing until an opportunity opened up in marketing. So, I took a job with a great company and was very excited about my journey! My job was great and included free travel, medical and dental benefits, 15 days off a month and a flexible flight schedule. However, I learned quickly that the marketing positions were usually filled by people who had years of experience with other airlines. The idea of being a flight attendant for the next 25 to 30 years was starting to look better and better! After all, I had a lot of fun visiting cities all over the world and meeting all kinds of people. There was nothing else I imagined myself doing.

In October 2004, NVP Carmen Martin shared the Arbonne products with me when we met at our local gym. I immediately noticed a difference after trying the products and signed up to purchase them at the discount. A few months later, Carmen asked me to hold an in-home Presentation and invite my friends over so we could share the products with them. I agreed, but thought I should have some knowledge about Arbonne prior to this event, so I attended a local meeting presented by ENVPs Shannon Johnson and Susan Hutton. At the Presentation, I walked into a room filled with about 250 people, many whom I had recognized from our community. During the meeting, my good friend, Jackie Denton, and I kept looking at each other and saying things like "no way," and "I cannot believe they are making this kind of money." We were amazed and impressed by what we learned. Nobody had ever explained the business model or the advantages of time leveraging. I always believed that my husband was my plan B in the event anything happened to me or my job. I never once thought of the outcome if something should hap-



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pen to him. Could I rely on my flight attendant income alone to sustain the same lifestyle for me and my children? No way!

After learning about the Arbonne=REsults™ reach out method of doing the Arbonne business, I called Carmen the next day and asked if she could order me the skin care sample bags. The most amazing thing happened when I decided to build a business. I had a support system, coach and a business plan in place, courtesy of Arbonne and my upline. The best thing I ever did when I started was to have Carmen come with me to my appointments. I was excited about Arbonne, but was not familiar with, nor had any experience with this business. Watching her and learning what to say, especially how to overcome objections, was

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Tanya's kids: Sydney, Christian and Ethan.



Tanya and Jason Shinn.



The Shinn family.



success strategy:

“ Take your eyes off yourself and help others be successful. ”

better than any kind of training I could do on my own on a computer. Although I did not think so at the time, the day that Carmen went out of town turned out to be a good thing because I was forced to do my own appointments. That was when my business rose to a new level. I could work around my schedule now and not Carmen's. Slowly, my fear dissipated and my confidence in my ability to share the opportunity grew. Carmen showed me the way and then stepped out of the way. That is how you build leaders in this business.

I became a Regional Vice President in 10 months. The date I wanted to finish qualification for RVP that I wrote down was November 30. This goal was accomplished by teamwork! Without the support of my uplines, business builders and Clients, there would be no Region.

Since beginning my Arbonne journey, my *Why* has evolved. Initially, I did not want to miss out on something great, even though I really did not know what that might be. Now my *Why* is to create the potential to have financial and time freedom for my family. I would also like to help others overcome their fears and create the life they have always dreamed of through Arbonne. I want others to know that to build a successful business you need to have a strong *Why*. Your *Why* will keep driving you to the top. Be coachable and have a no-matter-what attitude! The key to this business is consistent activity. Go to every training, meeting and event so that you are always learning.

To my husband, Jason: Without your support, I could have never built this business. Although we were not looking for another business, you still encouraged me to go for it! I remember telling you what the cost would be to start and you said, "You have got nothing to lose. What if you did not do Arbonne? One day you might look back and regret your decision." You were right, timing is everything. When the team needed my support, I could always count on you to pick up the slack at home, even though you, too, had a business of your own to run. Now we are doing Arbonne together and dreaming about what our lives will be like in five years.

To Sydney, Christian and Ethan: You guys are the reason I continue to push forward every day and stay motivated to go beyond what I thought was possible. Thank you for seeing that our short-term sacrifices will provide us with an incredible future.

To my upline, NVP Carmen Martin: Thank you for showing me how to do this business and for knowing when to let me go. You will never know how much your support and encouragement have meant to me during this journey. I want to be for others what you have been for me. To ERVP Clay Martin: Thanks for always answering the phone when you saw my name on the caller ID! To ENVP Rachel Gershowitz: You are



Visiting the Arbonne Home Office.

amazing! I love your no-matter-what attitude. Just being around you pumps me up. Thank you for being such a great leader to all of us. To ENVP Shannon Johnson: Thank you for being an example of a true leader and for being so generous with us even though we were not in your organization. You have always opened up your meetings to us and I am eternally grateful for that.

To my parents: Thank you for teaching me the importance of a spiritual foundation, and about morals, character and how to treat others. This has helped me become successful in Arbonne.

To my sister, Amanda: I know you will be driving a white Mercedes-Benz soon. Do not ever quit. Keep telling everyone about this amazing company and they will be attracted by your belief and conviction. Go for it!

To RVP Janet Moore, AM Wendy Collins, AM, Denise Varney AM Stacy Thomas, AM Amy Azzaro, AM Genesee Fountain, AM Leah Davids, AM Rona Byrne, DM Amanda Varney, DM Kami Larson, DM Susan Majette, DM Phyllis Adams, DM Suzanne Pignato, DM Nikki Earnest, and the rest of our Managers and Consultants: You have worked hard to build our Region. I have enjoyed working with you and cannot wait to read your *Eye on Arbonne* stories!



ABOVE:
Tanya with Sydney Shinn and Amanda Varney.

LEFT:
Tanya with ENVP Shannon Johnson, NVP Carmen Martin and EAM Genesee Fountain.

Tanya's team.

