

## MAKE SACRIFICES FOR YOUR FUTURE

If you had told me 10 years ago that I would be involved with a Swiss skin care company in the network marketing industry, I would have laughed. I have been and still am a successful corporate technology salesperson earning a significant income. However, my industry was hit hard after the tragedy of September 11, 2001. Not only did my career suffer as a result, my husband, who is also in the technology sales field, was affected as well. Even so, I was not looking to change professions when Arbonne came along.

All my priorities changed on May 26, 2004, when I gave birth, at the age of 39, to my first and only child, my beautiful daughter Ashlyn Mae Vincent. At first, all I wanted was to take a year off from work to be home with her. However, my husband's career was still suffering and it became clear to me that as a significant contributor to our family income, I was not going to be able to have my year off. I was miserable because all I wanted was to be with my baby. To make matters worse, my company decided to change my compensation plan and reduce my base salary significantly. As a salesperson, I was fine with earning my income on commission, but the gap left by the unexpected restructuring was something I knew I had to fill. This action was typical in the corporate environment. If you over perform, your commission is cut because you make too much money. If you under perform, your commission is cut because the company did not make enough money.

As I was walking out of our Rotary meeting in January of 2005, I asked ERVP Colleen Hill about the new business she had just started. Later, I found out that I was on her chicken list! After researching Arbonne, I realized I had found my answer and began building my business in March 2005. From the very beginning, it was the opportu-



**sharleen vincent**

Independent Consultant, Regional Vice President  
Sharleen Vincent Region; Chapel Hill, NC

nity that attracted me. I was not lying awake at night wondering how to change my skin, but I was lying awake wondering how I could spend more time with my daughter and still have the potential to earn a significant income. Later, I found out that Arbonne has amazing results-oriented products, which I am now hooked on! However, I passionately believe, as I heard one Arbonne NVP say, "The opportunity is the best product we have." My sponsor said something to me one day that I want to share with all the moms out there torn between being home with their children today and building a business to really be there for them tomorrow. She said, "Your kids are either the reason you will do this business, or the reason you will not." Once I grasped the vision of how much Arbonne could enhance my future with my daughter, I chose to sacrifice some time with her today to gain a greater presence in her life tomorrow. Sixteen months later, alongside my corporate sales job and raising my daughter, I have built a successful Arbonne business and, with my team, have achieved Region!

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The Vincent family: Sharleen, David and Ashlyn.



Sharleen's Why: Daughter, Ashlyn Mae Vincent.



Cousin, DM Amanda McVicker; Sharleen; ENVP Sandra Tillinghast and DM Dru Combs at ERVP Colleen Hill's Mercedes-Benz car presentation.



## success strategy:

“ Stay the course and believe. ”

The biggest challenge I faced had to do with my corporate ego. For those of you out there like me, you just have to get over yourself and get out of your own way! This opportunity has helped me develop personally and professionally unlike anything I ever experienced in corporate sales.

The advice I give to my team and others beginning this business is just to stay the course. I have had business partners quit, stop, restart and never start. I have heard many “nos” in regards to using the product, hosting Presentations and joining me in business. I have also been just plain dog tired! But I just kept going and will keep going. This is what you have to do if you want the potential for financial freedom. A wonderful author whom I admire stated that you must give network marketing enough time. Each level brings new depth of character, skills and a mental toughness built through experiencing the journey. Remember, fear shows up as procrastination. Do not let this happen to you. Do not be afraid to share this gift with anyone, especially those people you think would not be interested because they are already financially successful. Believe it or not, they are probably looking for a way out of the rat race to spend more time with their family.

To my husband, David: Thank you for all those times you watched Ashlyn. The bond you have built with her is beautiful. I constantly draw inspiration from your words, “If anyone can be successful in this, it is you.” I love you. To my daughter, Ashlyn: You are the reason I work so hard. I love you more than you will ever know.

To my mom and my mother-in-law, Sue: Thank you both for believing in me and being great Arbonne Clients!

To my sponsor, ERVP Colleen Hill: You are in my life for a reason. Thank you for sharing this gift and all your wisdom with me.

To my upline, ENVP Sandra and Ted Tillinghast: Thank you for paving a path that the rest of your SuccessLine can easily follow. And thank you for being the leaders we all need you to be.

To my AMs, Cheryl Viracola and Julie Fulmer: I cannot wait to hand you your keys to your Mercedes-Benzes! I am so proud that you are both in my SuccessLine. Just keep going.

Gina Sarant, DM Skipper Spruill, DM Laura Yarbrough, Cynthia Williams, Sharleen, DM Betsy Hewett, DM Dru Combs and Glenda Adams at a Regional meeting.



Sponsor, ERVP Colleen Hill; Jami Holt; AM Cheryl Viracola; Sharleen and DM Dru Combs at Arbonne's "Annual Test Drive a Mercedes" Day.

To my DMs, Dru Combs, Leigh Ann Blodgett, Amanda McVicker, Jami Holt, Glenda Adams, Cindy Sturges, Karen Moore, Skipper Spruill, Betsy Hewett, Rebecca Copeland, Julie Burgess, Chelsea Dennis and Jennifer Stenner: Stay the course. There is no other way to succeed.

To all my new Arbonne Independent Consultants building their businesses: Get into momentum fast and stay the course.

To my Arbonne Independent Consultants who purchase product at a discount: Thank you for your support!

To the Home Office staff and the Executive Team: Thank you for making this truly a one-of-a-kind company to be a part of!

Finally, I would like to thank God for allowing my eyes and mind to be open to realize all the possibilities that life can bring.

AM Cheryl Viracola, DM Dru Combs, AM Julie Fulmer and Glenda Adams at NTC 2006 St. Louis.



Dineane Whitaker, Sharleen, DM Dru Combs and DM Gina Sarant at a Mercedes-Benz car presentation.

