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EYE ON ARBONNE

INDEPENDENT CONSULTANT,  
EXECUTIVE NATIONAL VICE PRESIDENT

SHARI WELLER

# ATTITUDE IS EVERYTHING

Independent Consultant, Executive National Vice President  
Shari Weller Nation; Scottsdale, AZ

Life is about choices. I have always strived for excellence and for making good choices. In February of 2005, I made a choice that has drastically changed my life, and the lives of countless others, for the better.

For the past six years, I have had my dream job. As a stay-at-home mom to my two boys, Jacob, age 8 and Kyle, age 2, I have the best job in the world. While the rewards of being a stay-at-home mom are priceless, the paycheck is non-existent. After 13 years in corporate America and two years as a stay-at-home mom, I knew I never wanted to go back to work. The problem was, my family needed the extra income. I loved the idea of network marketing as the vehicle to allow me flexibility and unlimited income potential.

Prior to Arbonne, I tried two other network marketing companies. Neither of them provided me with the financial freedom I sought. Then, last February, I began my Arbonne journey with high hopes and big dreams. I signed up as a Consultant, with every intention of becoming a National Vice President. Little did I know I would actually achieve this goal in just one year.

When I started, I had little knowledge of Arbonne's history, products or the industry. I did not have a plan or a single business partner. What I did have was belief in the business and in myself. I was confident Arbonne would be the perfect way for me to have the potential to achieve my dreams and help others to achieve theirs. I had conviction, passion and a no-matter-what attitude to create a thriving business. I had big dreams and goals, and knew I would not be satisfied until I became a National Vice President.

At first, I saw this opportunity for all the things it could do for me, and how it could change my life. I wanted to have the potential to earn the NVP salary and participate in the Mercedes-Benz Cash Bonus Program to get the white Mercedes-Benz. It was all about me. It is no wonder nobody wanted to join my team. After the first 10 people I approached turned me down — including my first four business builders — I quickly realized it was not about me changing my life; rather, it was about making a difference in the lives of the people I cared most about. When I changed the focus of my business from "me" to "we," my business began to grow. People who had said "no" to the business were saying "yes," and my team began to grow. This business is about being selfless; it is about touching people and enabling them to change their lives. The only way for you to be successful is to help as many people as possible. Network marketing is one of the few business models that allows everyone the same opportunity for success. What a phenomenal concept this is — bringing everyone to the top with you.



Shari with her Why in Hawaii.



Shari with her boys, Jacob, 8 and Kyle, 2.



All in the family: Mom, RVP Joan Rose; husband, Jason Weller; Shari; dad, Jerry Rose and sister, NVP Kim Rose.



ERVP Leslie Wright; AM Chris Stringer; Shari; sponsor, ENVP Hope Baker; NVP Kim Rose and DM Marni Gerber at NTC 2006 St. Louis.

There are many keys to developing a successful business. First, have a no-matter-what attitude. As long as your reasons for doing Arbonne are stronger than your reasons for not doing Arbonne, you will persevere. There will be naysayers along the way. There will be people who will focus on all the reasons why this business will not work. If you focus on the people who find all the reasons to make this work, your journey to the top will be so much more fun. Next, develop yourself, and those around you, to become the best possible leader. Become a person who will lift others up. Finally, sponsor people into the business who you want to work with and who are willing to work. To become a National Vice President, and have the potential to earn the income of a National Vice President, you must surround yourself with successful people and sponsor up. Select your team like you would select the board of directors for a large corporation. We all have the potential to build a thriving business and leave a legacy for our families.

My family legacy would not be possible without the awe-inspiring leadership of President Rita Davenport and the leaders who laid the groundwork before me. I have all of them to thank for my bright future with Arbonne.

To ENVP Lory Muirhead, RVP Janine Finney and RVP Dana Eriksson: Thank you for building a foundation on which our team could grow. To ENVP Holly Warnol: Thank you for providing strong leadership and for training to help develop leaders. To ENVP Shannon Johnson and her family: Thank you so much for being instrumental in developing the system for success, or the Arbonne=REsults™ method. I am inspired by your vision and leadership.

To my sponsor, ENVP Hope Baker: Your passion and enthusiasm for Arbonne made me take a leap of faith. Your loving and giving spirit is

what Arbonne is all about. Adversity has made you a stronger person and leader. I am so proud to be in business with you and even prouder to be your friend.

To all our Consultants, DMs and AMs: I am so proud to have you all on our team. Keep focused on why this business will work and you will soon be driving your Mercedes-Benzes.

To our VP team, including sister, NVP Kim Rose; mom, RVP Joan Rose; ERVP Leslie Wright; ERVP Sarah McHugh; RVP Michelle Poe; RVP Cheryl Farrar and RVP Beth Ulibarri: It is a pleasure to be in business with such incredible women and leaders. As much fun as it was to get my Mercedes-Benz, it was even more fun seeing all of you get yours.

To my first business builder, ERVP Leslie Wright: You have become like a second sister to me. Your positive attitude and abundant energy have been a true motivation. You make me want to go to work every day.

To DM Marni Gerber: Your competitive spirit and no-matter-what attitude will help carry you far. I am so glad we are doing this business together. I cannot wait to see you at the top.

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## success strategy:

“ Focus on the reasons why this business will work, not on why it will not. ”



Shari with sister, NVP Kim Rose.



Shari with President Rita Davenport at Shari's Mercedes-Benz car presentation.



ENVP Shannon Johnson, Shari, ENVP Lory Muirhead and ENVP Holly Warnol.



RVP Cheryl Farrar, NVP Kim Rose, ERVP Leslie Wright, Shari and RVP Beth Ulibarri at a New Mexico Mercedes-Benz car presentation.

To AM Chris Stringer: Your business savvy, intelligence and work ethic are such an inspiration. You have no idea what an impact you have made on my life as a friend and business partner. In my book, you are an NVP already!

To my incredible parents: Thank you so much for providing me with the tools to be a good wife, mother and NVP. It is your example that makes me strive for excellence. To my mom, RVP Joan Rose: It is okay to start dreaming at the age of 63. You do so much for everyone else, it is about time you start doing something for yourself. I have to say, you look great in that new, white Mercedes-Benz!

To my incredible sister, best friend, new NVP Kim Rose: I am so thankful you finally decided to listen to me about this business. As great as it was for me to become an NVP, it was even more special to become an ENVP because that meant you got promoted! I always knew you would be an amazing team leader. I cannot even imagine doing this business without you.

Finally, to my husband, AM Jason Weller: You are an MVP for your support of me and our business, and you are an NVP-in-the-making. You deserve as much credit for my success as I do. I could not have made it to Nation so quickly if it were not for your willingness to help out so much at home. To Jacob and Kyle: You are my passion and my *Why*

for doing Arbonne. You bring so much love, joy and laughter into our home. You have no idea how much you both mean to me. My life would not be the same if I was not your mom.

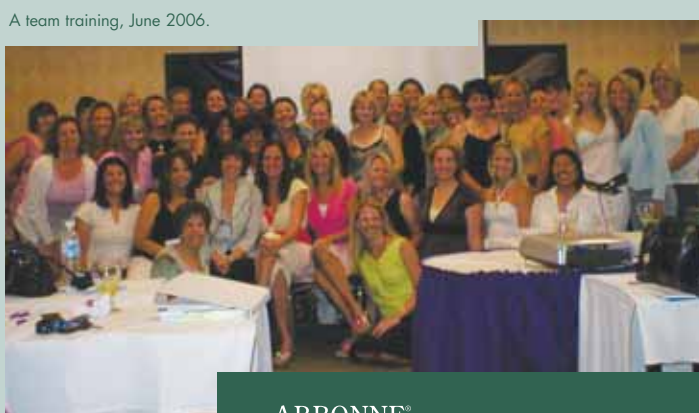
Over the last year, I have come to realize I have three main purposes in life: To be the best wife, mother and Arbonne ENVP I can be. Thank you, Arbonne, for making our dreams come true!



Shari's direct team: Husband, AM Jason Weller; DM Marni Gerber; AM Chris Stringer; Shari; NVP Kim Rose and ERVP Leslie Wright.



RVP Michelle Poe, AM Chris Stringer, NVP Kim Rose and Shari.



A team training, June 2006.