

## BUILD A NETWORK OF BELIEVERS

I have been practicing law since 1996 and have had the privilege of working for the late Johnnie L. Cochran, Jr. at the prestigious Cochran Firm in Atlanta since 1999. I love practicing law and do not plan to leave the profession anytime soon. However, my wife, Marie-Yolaine Williams, did not have a positive experience with law. Over the course of our five-year marriage, I watched her struggle with the fact that she felt law was not her calling. Our resolution was to have her stay home for two years and help me with my law practice. I made a good living and was able to support us on my income alone. We do not have children yet, and Marie soon grew tired of staying home. Not knowing what else to do, she went back to work. This turned out to be a huge blessing because an attorney at her new firm introduced her to the Arbonne opportunity. She came home full of enthusiasm, sat down and reported, "I am going to do Arbonne ... you watch — in three months, I am going to promote to Regional Vice President and quit this job I hate." In a way I was glad and thought, "Great, she finally found something she can get excited about."

Marie explained that she and her friends were building a word-of-mouth network about Arbonne. Over the next three months, I watched my wife hit the ground running with a determination I had not seen before. In that time, Marie promoted to Regional Vice President and gave notice at her firm. I did not expect Arbonne to be as life-changing as it has been. Watching Marie apply the Arbonne=REsults™ reach out approach and steadily rise in the ranks, while seeing her friends succeed also, I joked, "You know what? I actually know four people!" Her eyes grew wide and she said, "Great! Let us sign you up so we can get two Mercedes-Benzes!"

I admit that initially, I did not work the business as much as I should have, when I first came on board in late 2005. I sort of inched along while witnessing my wife's business take off. I soon realized that my success depended on my ability to tell our story and began talking

NEW RVP



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about the business more often. In March 2006, an attorney friend of ours, Rahkel Bouchet Jackson, joined my network. At the time, I was a District Manager, still feeling my way around this business. It is amazing how one person can turn it all around. Rahkel went gangbusters. She promoted to RVP in just three months, which catapulted me to RVP by May of 2006. When others in our network saw Rahkel promote to District Manager in three short days, they started moving, including me. In June 2006, my neighbor, Kelci Stringer, signed up and qualified for District Manager in one hour!

Though the start-up costs are nominal, growing an Arbonne business requires considerable time and effort. Those of us who treat this like a business will go to the top. It does not matter when you reach the top, all that matters is that you build your organization properly

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Sean with wife, ENVP Marie-Yolaine Williams and his parents, Liz and James Williams, on his wedding day.



Sean with wife, Marie on vacation in Capri, Italy.



Sean with puppy, Fenster, who just graduated from obedience school.



## success strategy:

“ Treat this business like you would any other business. ”

and operate with integrity, and the rest will follow. I have always believed in multiple streams of income. Though I do not plan to quit law, we are having the time of our lives building this network and getting more out of it than we imagined. Although we already took vitamins, drank protein shakes, used body washes, shampoos, conditioners, lotions and so on before Arbonne, the difference is we can now earn something back from those purchases and take comfort in the fact that we are using pure, safe, beneficial products. Arbonne just makes sense.

My network includes a number of attorneys, judges, law enforcement officers and people from all walks of life. In my wife's network, there were 14 white Mercedes-Benzes distributed to individuals who participated in the Mercedes-Benz Cash Bonus Program within the last six months, and I am proud to say three of those are being driven by people on my team, including myself! When I promoted, my wife informed me that I was only the second African-American male to qualify for RVP. The first was Pastor Curney III, who beat me by four days! The Arbonne opportunity does not discriminate based on age, background, nationality or education. You just have to have the drive to win and a desire to help your team win.

I want to thank God for being the stronghold in my life and entrusting us with the care of so many people.

To my wife, ENVP Marie-Yolaine Williams: I am so proud of you for going out there and showing all of us that it can be done. You had a fear of crowds and now you draw one when you present this opportunity! It has been a joy to watch you accomplish all your goals. Walking away from law was a brave decision. In so doing, you delivered many people who were operating outside their calling. Sometimes it just takes one person getting delivered to set others free.

To my brother, Aundell Williams and my parents, James and Elizabeth Williams: Thanks for being the foundation of my success. I also want to thank my entire family for their support.

To ERVP Pastor Jesse Curney III and his wife, NVP Aleana Curney: You are both true inspirations to us and shining examples of what it means to be selfless people. You operate your business with the highest integrity and have set the standard for us all.



Shean with wife, ENVP Marie-Yolaine Williams; RVP Aminah Pollack and AM Steve Pollack at his Mercedes-Benz car presentation.

To RVP Aminah Pollack and AM Steve Pollack: Thank you both for all your hard work and dedication. You built this business with a newborn baby while you both worked full time ... that eliminates half the excuses we hear! Thanks for rolling up your sleeves and doing it.

To my sister-in-law, ERVP Lyne Bernard Bourdos: You started out as a Client to support Marie and look at you now! Congratulations and I will see you at the top. To new RVP Rahkel Bouchet Jackson: You are on your way to NVP and I am so proud of you. Thanks for coming into my network and turning it all around.

To AMs, Kenneth Lester, Margot Bouchet, Adel Felder, Andrea Shamwell, Elaine Smith and Angela Francis: RVP is around the corner. Go for it! To DMs, Lisa Wade, Jamona Keeton, Jo Ann Fields, Deidre Walters, Antoinette Beyah, Valerie Bing, Kimberly Felder, Steve Jackson, Curtis Davenport, Gina Yabuku, Alondo Brewington, Marcia Fuller, Stephanie Jones, Joya Coates, France Bernard and Amir Nour: If you can make it to District, then you can make it to Nation! To Arbonne Independent Consultants, Dana Pope, Felicia Butts, Clayton Harris III, Adrienne Odom, Odell Anderson, Kulsoom Delawalla, Rahim Snow, Patrick Cooper, Michanda and Cajardo Lindsey, Alex Williams, Craig Stewart, Markovist Wells, Perry Freeman, Olu Orange, Kerri Crosby and Adrian Yoakley: Get ready for the ride of your life!

To ENVPs Jill LaVilla and Bonnie Futrell, ERVPs Kimberly Hallam and Audrey Kohn, and RVP Price Futrell: We are blessed to call you our friends.

As we say in Atlanta: Get your Arbonne on!

Shean with RVP Price Futrell, ENVP Bonnie Futrell and wife, Marie, celebrating the boys making RVP.



Shean's wife, ENVP Marie-Yolaine Williams with RVP Kimberly Hallam and NVP Aleana Curney.