

# eoä

EYE ON ARBONNE

REGIONAL VICE PRESIDENT

## Believe You Can

Carlsbad, California's Shannon Blas faced a tricky dilemma — the more successful Shannon became in her real estate career, the less time she had for her family. So the last thing she was looking for was another business. But when she agreed to attend an Arbonne event, Shannon saw the vision. Today she's the "present" mom she always wanted to be, while building financial independence for her family.

What a difference a year can make. I will always remember my son, Jacob, running into my room two days before the end of the month after "he" checked our numbers to finish Region and said, "Mom, you did it! You did it!" That day has so much significance and one that I will never forget. I'm not sure who has learned more about perseverance and vision on this incredible journey — my husband, my 13-year-old son or me!

At the time that I attended my first Arbonne event I was a successful real estate agent and wasn't looking for another business, but I was so intrigued when ERVP MaryJane Archer told her story. She had earned her white Mercedes from Arbonne and was making a significant income working her business part time. Having a background as a Registered Dietitian, I immediately understood the quality of our incredible products but it wasn't until she asked, "If you keep doing what you're doing,

Shannon and her husband Abe in Punta Cana.



Shannon Blas

Arbonne Independent Consultant, Regional Vice President

where will your life be in five years?" that I started to look at my life and our future. It was at that moment I realized that the more successful I became in real estate, the less control I had over my time. I wasn't leveraging myself or creating an income that would build our future. Instead I was as good as my last escrow. I knew I wanted more — success, time freedom and to be the present mom I had always envisioned being to our son. If I could squeeze Arbonne into the nooks and crannies of my day,

*"I realized it was time to start playing a bigger game and get out of my own way."*

maybe I could create more choices in my life. So I jumped in, promoted to Area Manager within a few months, worked both businesses and got pretty comfortable at Area Manager. It was nice earning all the tropical vacations, jewelry and incentives from Arbonne. But my business wasn't



Shannon's family enjoying another AIT Trip — Dominican Republic in Punta Cana, 2012.



“The best way to predict your future is to create it!”

growing as fast as I had hoped — even after I retired from real estate! It was at that point, one year ago, I realized it was time to start playing a bigger game and get out of my own way. I needed to focus on sharing this business with as many people as I could. After all, I had created a lifestyle that so many people would love to have!

By sharing both Arbonne’s amazing products and the vision of how this business can change lives, the momentum to Region began! We are told over and over, “What you think about is what you bring about” and, “Your business will only grow as much as you do.” Both of these are so powerful, and when you really get them, you will be blessed beyond your wildest dreams! It’s so nice building my own dreams versus someone else’s and leaving a legacy for my family.

To my husband Abe: Your support and unwavering belief in me means more than you will ever know! I am so blessed to have you as my husband and love that Jacob has you for a dad! We have an incredible future ahead of us and I love that I get to spend it with you!

To my son Jacob: You have always been my biggest *Why* — success with Arbonne meant I could be the present mom I always wanted to be to you. You inspire me every day and I love watching you setting your goals, writing them down and knowing that you can do whatever you want in life. I am so proud of you and blessed to be your mom!

To my Mom: Thank you for always being one of my biggest supporters. Thank you for loving Arbonne products and sharing them with your friends. Your support means so much!

To ERVP MaryJane Archer: Your belief in Arbonne has always inspired me. I will be forever grateful to you for painting the vision of how Arbonne could change my life!

To ENVP Tory Brandt: Thank you for your incredible leadership and support. You have always believed in me and been such an inspiration! I love being on this journey with you.

To ENVPs Ted & Sandra Tillinghast: I’m so grateful to have you as my Arbonne mentors. You have given me so much, but I will always remember your advice to “play a bigger game.”

To my sideline Southern California “Cousins”: We locked arms, started our weekly Discover Arbonne meetings, and look what we did! The best part is we are just getting started!

To my incredible team: AM Valerie Schaff, DM Sarah Mejlaender, DM Corrie Karas, DM Erica Powell, DM Lori Johnson, DM Susan Ram, DM Monica Zarate and all of the Consultants building your businesses: Renee, Jill, Terra, Barbara, Jeanette, Lori, Melissa, Julie, Marisa, Jessica, Diane, Julie I, Nichole, Rebecca, Joyce, Somruthai, Carrie, Mikki, Sandra, Jen and Liz. You all inspire me to be the best I can be. I love being on this journey with such incredible, women, all building your own futures! I’m excited to hand all of you the keys to your White Mercedes Benz! Keep your eye on your goals and your vision crystal clear! We’re going to the top!

Thank you to Kay Napier, Stian Mørck and the home office staff! We are blessed to be supported and led by you.



The Arbonne Independent Consultant featured in this EOA has achieved the rank of Regional Vice President. The average number of active Arbonne Independent Consultants who achieved this rank and average compensation is described further in the Independent Consultant Compensation Summary (ICCS) available at [arbonne.com](http://arbonne.com) > The Company > Corporate Information > 2011 Independent Consultant Compensation Summary.

The testimonial in this EOA is for illustrative purposes only and does not represent income projections. The results discussed in this EOA by the featured Arbonne Independent Consultant are not typical and should not be relied upon by prospective or current Arbonne Independent Consultants as an indication of what they should expect to earn. Actual results for each Arbonne Independent Consultant will vary depending upon individual effort, time, skills and resources. Arbonne makes no guarantees regarding income.

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 Shannon’s biggest *Why* — son Jacob. • New Managers Celebration at GTC 2013 — ENVP Tory Brandt, ERVP MaryJane Archer, AM Valerie Schaff. • Shannon’s San Diego Sideline “cousins” — RVP Holly Kleiman and ERVP Fraya White. • Shannon’s FABULOUS team at her Mercedes-Benz Presentation.