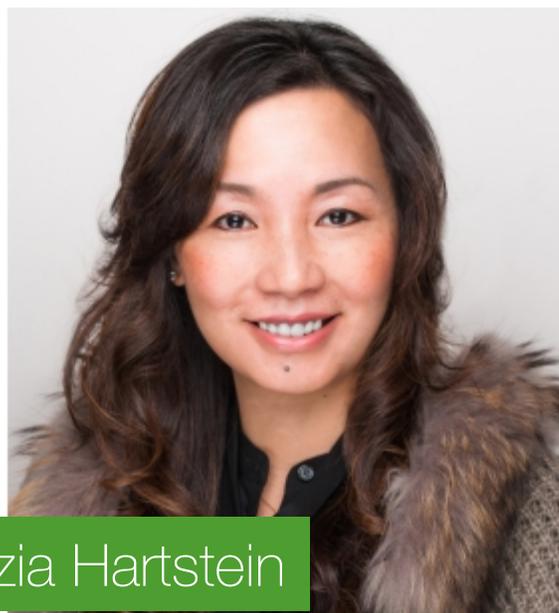




EYE ON ARBONNE REGIONAL VICE PRESIDENT



Kezia Hartstein

Arbonne Independent Consultant, Regional Vice President
Profession: Corporate Professional

A Proven Business Concept

Kezia Hartstein of Beverly Hills, California, has been surrounded by a family of business owners her entire life. She built a career analyzing and managing finances on a large scale in a variety of industries as a Chief Financial Officer, and is currently a co-owner and shareholder of an international investment company. Then, she found Arbonne — a brilliant new business and vehicle for building lasting friendships.

Several years ago, I was looking for a new business venture and I came across the network marketing business model. I was skeptical about the possibility of low-risk and high-return ratio, but I was intrigued, especially considering the potential of the internet, online shopping, social media and technology.

For three years, I researched and analyzed several companies, but neither their products nor their compensation plans interested me. One day, I glanced over my husband’s shoulder while he was on Facebook and an Arbonne product testimonial photo caught my eye. I had never seen the Arbonne brand in retail stores and a quick search confirmed that I had stumbled upon a network marketing company. As soon as I saw the broad range of consumable products, I clicked “Contact Me” on ENVP Donna Weiser’s page and asked her to meet for lunch.



Kezia with her family at the college graduation of her two daughters in May 2016.



Kezia with her husband, Bernard, and their children, Jason, Sharon, Sheila and Seraphim.

I discovered that Arbonne is steeped in Swiss heritage and has been in business for over 30 years, has more than 250 botanically inspired, consumable products, and there are only four levels of management in the compensation plan, which is based on volume of product sold in your network — a legitimate product-driven business that is competitive and fair. I decided to join Arbonne with a mission: To prove whether or not this business model works, and to determine if *anyone* could really achieve the top level of success in the company.

In 2012, I attended my first Global Training Conference in Las Vegas before I even had my first business launch, and that event convinced me of the class and caliber of people at Arbonne. New to the U.S., I started with a network of five people — my husband and four children! I was introverted and not the person that would easily chat with the other moms at school or strike up a conversation at the gym. I became a District Manager in two months and maintained my DM rank for the first two years, excusing myself from building my business more quickly because I did not have a warm market in countries where Arbonne is present. I thought, “If only I had my network of friends and family here,” and “It takes a long time to build rapport in a cold market.” However, I consistently plugged into every local meeting and training with or without an upline or guests. I was looking for evidence of success or failure. I started to notice that many people were promoting to VP level, people who attended meetings regularly like me. That was my turning point.

By June 2014, I made my excuse of “not having a warm market” the reason to build my Arbonne business and I made the commitment to go out, grow my network and make friends. Today, all of my incredible direct leaders were once strangers I met just living my life. Today, I can tell you that this business model has been proven! Mission accomplished.

Arbonne is a brilliant business concept to diversify your income and asset portfolio with little financial risk and unlimited income potential. By being internet-driven, I can build a global business from anywhere with a smartphone or laptop and build the business alongside another profession. There’s no need to maintain inventory as products are shipped directly to Clients.

When we join Arbonne, we are investing in our greatest wealth — a healthy lifestyle. We offer people a better and smarter choice to shop for products that everyone is already buying on a regular basis. By fitting the business around our busy schedules, we build leaders while making a difference in people’s lives so we can all pay it forward. When a person achieves the top level, it means they have helped many others to achieve a level of success along the way. Arbonne’s compensation plan works exactly like that.

My passion for Arbonne goes beyond my belief in the product and my own financial rewards. What I have come to know is that success is not measured by how many homes, cars, or pieces of jewelry you have, success is making a difference in someone else’s life. There are so many people who have made a difference in my life, filled it with love and joy, and made my Arbonne story possible.

Thank you to my supportive and loving husband, Bernard, and my four children, Jason, Sharon, Sheila and Seraphim.

To my Sponsor ENVP Donna Weiser: Your loving support and generous heart have led the way for me.

To my team: I am so grateful and blessed by each one of you whom I met because of Arbonne. I am so proud of all our achievements, including our strong completion of the Region Qualification on December 29, 2016. Let us all pay it forward by sharing this gift of Arbonne to as many people as we can while we are alive.

To the Beverly Hills Arbonne leaders: Thank you for believing in me and locking arms every Wednesday morning. It is so fulfilling to support one another and grow together.

To all of my Clients: Thank you for believing in the benefit of our products.

SUCCESS STRATEGY

Being a visionary doer who is self-driven, self-disciplined, and has a selfless heart.



Celebrating Kezia's and her sideline's November 2016 birthdays with the Beverly Hills team.



Kezia with her team and ENVP Donna Weiser at GTC 2017.



Kezia with Managing Director Stian Mørck and CEO Kay Zanotti at the New RVP Luncheon at GTC 2017.



Kezia and her new Mercedes-Benz.

I thank God each and every day for Arbonne. I now have a purpose-driven business to be “the salt and the light,” adding and sharing values with others. I wake up every morning excited to go out and meet new people whose lives I can touch and bless with Arbonne.

The Arbonne Independent Consultants featured in this EOA has achieved the rank of Regional Vice President or National 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 on Arbonne’s website at iccs.arbonne.com.

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.