



EYE ON ARBONNE REGIONAL VICE PRESIDENT



Shandi Starks

Arbonne Independent Consultant, Regional Vice President
Profession: Corporate Professional

Nothing Is Impossible to Those Who Believe

Shandi Starks of High Point, North Carolina, thought she swore off network marketing after some bad experiences with other companies. But when introduced to the Arbonne Opportunity and presented with a chance to be a stay-at-home mom, she had a change of heart and ultimately found her calling.

If you had asked me years ago if I wanted to own my own business, the answer would have been an unequivocal no. Prior to discovering Arbonne, I thought business owners worked ridiculously long hours and sacrificed too much time that could be spent with their families and other passions. I did not think that working my own business would allow me such freedom, but my mind has been transformed through Arbonne.

Life never really happens the way you would imagine. My husband Adrian and I were both successful with well-paid positions in corporate America. But early in our marriage, we decided that I would stay at home after the birth of our first child. The year 2000 introduced two very significant changes in our lives: The birth of our first daughter, and a career change for my husband, who was called into ministry and eventually embarked upon his new role as senior pastor of a growing local church.

Subsequently, he left his lucrative career as a financial advisor. My family became dependent on my income, and so my dreams of being a stay-at-home mom had been placed on hold. I felt trapped by the “golden handcuffs” offered by my corporate position as a Certified Public Accountant.



Shandi celebrating with upline ENVPs Stacy Thorn and Jennifer Thorn at the Mercedes Benz presentation of Cheryl Graham.



The Starks family: Adrian and Shandi with their girls Kristen, Sydney, Carmen, Courtney, and Victoria.

Soon after, I was introduced to Arbonne. Because of two prior negative experiences in network marketing, we had made a family vow to never pursue this type of opportunity again. However, I felt this major pull on my heart to learn more. When I learned I could earn commissions by recommending Arbonne products to other people who also used similar items and that these recommendations would lead to sales, I knew it was a no-brainer.

After a lot of prayer, Adrian encouraged me to go for it and eventually joined my team. Because of my willingness to sacrifice and put my desires on hold for his calling, all of my dreams are now coming true. With my husband behind me, we gave it our all and within less than one year, I was meeting my sales and income goals. My Arbonne business has become my plan A.

I was looking for Arbonne before Arbonne ever found me. I wanted the opportunity to be able to work hard enough that I could earn the kind of money I was making in my corporate America job, but I also desired to be home to raise our girls, work in ministry, and have the financial resources to give in the magnitude we desired. Simply, I wanted my cake, and I wanted to eat it too! I often tell people that whoever told them that dreams cannot come true if you work hard enough lied to them, because my Arbonne business has done just that for me and so many others.

My journey has truly been a process of self-transformation. My definition of success is totally different. Now I know and understand that I am truly successful because I help impact the lives of others every single day. I feel so blessed to be able to present this opportunity to those who are looking for financial opportunities, have hidden dreams and desires, and are living beneath their God-given privileges and capabilities.

My advice to those who are considering this opportunity is to open your heart and mind, because Arbonne is changing lives and turning impossibilities into possibilities. Could this be the answer to your prayers, as it was to mine?

Thank you to God for allowing me to embark upon this journey and for allowing me to touch the lives of others in unimaginable ways.

Adrian, Kristen, Sydney, Carmen, Courtney, and Victoria: Thank you for believing in me. I could not have made this happen without your support and encouragement. I am grateful every day for the most amazing family, and I know that our best is yet to come.

To my upline NVPs Meloni Barkley, Stacy Thorn, and Jennifer and Scott Harbour: Thank you for your dedication to our team, your example, and your leadership. You are an inspiration.

To my management team: Thank you for trusting me and for all that you do for others and yourselves. I am so grateful for each of you and look forward to the day that your dreams also come true because of Arbonne.

To all the Consultants, Clients, and Preferred Clients: Thank you for your support and love of Arbonne and its products.

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

SUCCESS STRATEGY

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Shandi and DM Anissa Barron in Las Vegas during GTC 2015.



Shandi and Adrian on the beach during AIT Atlantis Bahamas Incentive Trip.



Shandi and EDM Tiffany Alston at a local Discover Arbonne meeting.



Shandi and her team at GTC. Front row: ENVPs Stacy Thorn and Melanie Barkley. Back row: Chasattee Mickens, Natasha Hill, Cheryl Godwin, and Shandi.

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.