



30 Days to Healthy Living Presentation

PRESENTATION TIPS:

- Develop a compelling “I” story and practice this with your upline. It’s a very important part of the event! Share it with confidence and conviction.
- Read through this script at least 7 times out loud. Highlight key sentences. The goal is to be familiar with everything, but not to READ it word for word.
- Coach the person hosting the event. Ask your upline for instructions.
- Arrive at least 30 minutes early so you have time to set up. Start no later than 15 minutes after original start time even if all the guests have not arrived.
- Don’t take sample packs to your presentation or you will have no sales.
- Don’t pass out catalogues or order forms until the end. The script will tell you when to do it.
- Practice your booking game if you are going to use it.
- When you share the business, do it with confidence. Listen to people, because they will tell you why they need Arbonne. Remember names.
- After you check everyone out, make sure you offer the business to your host/hostess. Give the results of the get together. Ask if she/he would like to hear more about the business. Don’t stay too long. That family wants their house back! 😊
- Have fun!! The more fun you have, the more likely you will be to book presentations. You want the guests to like you so they will want to introduce you to their friends.

PREPARATION

Display Products:

- Nutrition ASVP
- RE9 ASVP
- Genius Ultra ASVP (optional)
- Additional Nutrition Products (Fit Chews, Greens)

Sample Products: (Kitchen)

- 2 water bottles for Fizz Sticks
- Protein Shake to make shake
- Additional shake ingredients
- Dixie cups for sampling
- Homemade protein bars

Protein Bar Recipe:

2 cups organic almond butter, 1¾ cups brown rice syrup (or coconut nectar or raw honey), 2¼ cups Chocolate Protein Powder, 4 cups organic, gluten-free Crispy Brown Rice Cereal. Melt almond butter & syrup in microwave 60 sec., mix ingredients and press into 9x12 pan, refrigerate 1 hr., cut into bite size pieces.

Presentation Aids:

- Free gift for host
- Catalogues
- Clip Boards
 - Order Form
 - Laminated ASVP Specials Sheet
- 3-4 laminated “before and after” pics
- 2-3 EOAs

Shopping Area:

- Opportunity Brochures
- “Is Arbonne For You?” flyer
- Several pens & 2 calculators
- Your calendar or Open Date Card

- **OPTIONAL: Deal or No Deal supplies:**
 - bright colored envelopes for each guest to have one, with a laminated picture of a \$30-50 product inside each one.
 - tray or gift bag to display your envelopes.

GETTING READY

- Arrive at least 30 minutes early.
- Set up your “shopping area.” (kitchen or dining room table)
 - Sales Stack: catalogue, pen, and additional order forms
 - Scheduling Stack: either open date card or your calendar w/ available dates
 - Sponsoring Stack: EOAs, Opportunity Brochure, “Is Arbonne For You” flyer folded inside Opportunity Brochure, your business card stapled to brochure.
- Set up your 3 displays: **#1:** Nutrition ASVP. **#2:** RE9 ASVP. **#3:** Genius Ultra ASVP (optional). Display Greens Balance and Fit Chews near Nutrition ASVP.
- Stack the clipboards and catalogues by where you will be speaking. Each clipboard should have an order form and a laminated ASVP Specials sheet in it. You won't be handing these out until it's time to close the get together.
- OPTIONAL: Have your “Deal or No Deal” envelopes by you in a tray or gift bag. (More details later.)

KITCHEN

- Make your protein shake and pour it in to mini cups. Serve as cold as possible.
- Set out your bite-sized protein bars, and make 2 bottles of Fizzies (cold), one of each flavor, and pour them in mini cups.
- Spread out some of the laminated Detox Bootcamp “Before and After” pictures in the kitchen
- Greet guests as they arrive and ask them about their family, occupation, or recreation. Find something in common! Encourage guests to try your samples, but don't feel as if you need to give them the full information right then.

***Spend about 15-20 minutes in the kitchen, then ask guests to move to living room so you can start the presentation.**

INTRODUCTION

- ASK HOST TO INTRODUCE YOU OR INTRODUCE YOURSELF: Host needs to: (1) Thank guests for coming, (2) Tell them what he/she loves about Arbonne and (3) Introduce you. (Prepare host in advance for this)
- THANK THE HOST: Thank the host and give host a free gift for hosting the presentation. (You order this in your \$125 for \$25 specials when you place your personal orders. It can be a box of Fizz Sticks, a bag of Chews, etc).
- OPTIONAL: DEAL OR NO DEAL BOOKING GAME: (get your tray with colorful envelopes)
“I am going to pass around this platter (or bag) filled with colorful envelopes. There is something inside each envelope. All of them are different, and you get to pick yours. You just can’t open it until the end of the presentation. Just hold on to it for now.”

WHAT WE WILL DO TONIGHT

I want to tell you a little bit about what we are going to do tonight:

- I’m going to share some great information about getting healthy, making better choices in the foods you eat, and tell you about Arbonne’s 30 Days to Healthy Living Program. This program will change your life like it has for thousands of others!
- You’ll be pleasantly surprised by how affordable Arbonne is, even though we use very high-end formulations based on European standards.
- Watch what I do. If you’re wanting another income stream in your life, please consider joining our team.
- If you’re not interested in making money, but want to shop and save, you’ll love our Preferred Client Program. I’ll tell you more about it later.

MY STORY

Now I want to share a little about me: (spend 2-3 minutes MAX here)

- Name, a little about my family
- How I was introduced to Arbonne
- What Arbonne's products have done for me (or someone else's story until you have your own).
- Hesitations or fears I had about the business. How I overcame them.
- Why I am doing this business
- What this business is doing/will do for my family / My future goals

SAY: I am building a team and I am looking for people who are interested in sharing this information with their friends. Just let me know at the end if you would like more information!"

WHAT IS ARBONNE'S 30 DAYS TO HEALTHY LIVING?

- 30 days to give you a jumpstart to a healthy lifestyle.
- This is not a fad diet or a rapid weight loss program. There are no points or counting calories, fat grams, etc.
- Just like we change the oil in our car, we must detox our bodies.
- Common thinking is if you lose weight you will get healthy. In reality, if you get healthy the weight takes care of itself.
- This program will reveal foods that are sabotaging your health. We will reprogram your body to efficiently remove toxins, reset your metabolism, reduce food cravings and renew your skin.
- When you get started on our program, we will add you to a private Facebook group where we will give you grocery shopping lists, meal plans for 4 weeks, encouragement, accountability and education.

BENEFITS OF ARBONNE'S PROGRAM

- Weight loss (average woman loses between 7-12 lbs average, and average man loses 15 lbs plus!)
- Increased energy and focus
- Reset metabolism
- Decreased sugar and carb cravings
- Flush toxins, causing the release of trapped fat and the removal of physical signs of toxicity
- Improved sleep and elimination of poor concentration/brain fog
- Decreased joint pain
- Beautiful, glowing skin

DO YOU NEED TO DETOX?

Have you experienced any of these symptoms? These are some physical signs of toxicity and imbalance in the body: **(Read 5-10 symptoms from this list.)**

- | | | | |
|---------------------|-----------------|-----------------------|---------------------------|
| -Bloating | -Acid Reflux | -Acne | -Allergies |
| -Anger issues | -Anxiety | -Blood sugar problems | -Autoimmune diseases |
| -Brain fog | -Brown Spots | -Cellulite | -Chronic Fatigue |
| -Constipation | -Dark Circles | -Decreased metabolism | -Depression |
| -Disturbed sleep | -Elevated LDL | -Reduced HDL | -Excessive sweating |
| -Fatty liver | -Fibromyalgia | -Food sensitivities | -Gallbladder issues |
| -Gallstones | -Hemorrhoids | -Hot flashes | -Hypoglycemia |
| -Indigestion | -Inflammation | -Irritable Bowel | -Inability to lose weight |
| -Joint pain | -Itchy skin | -Low libido | -Mood swings |
| -Muscle aches | -Overheating | -PMS | -Menopausal symptoms |
| -Poor concentration | -Pot belly | -Headaches | -Weight gain |
| -Skin rashes | -Slow digestion | -Sugar cravings | -Type 2 Diabetes |

WHAT ARE TOXINS?

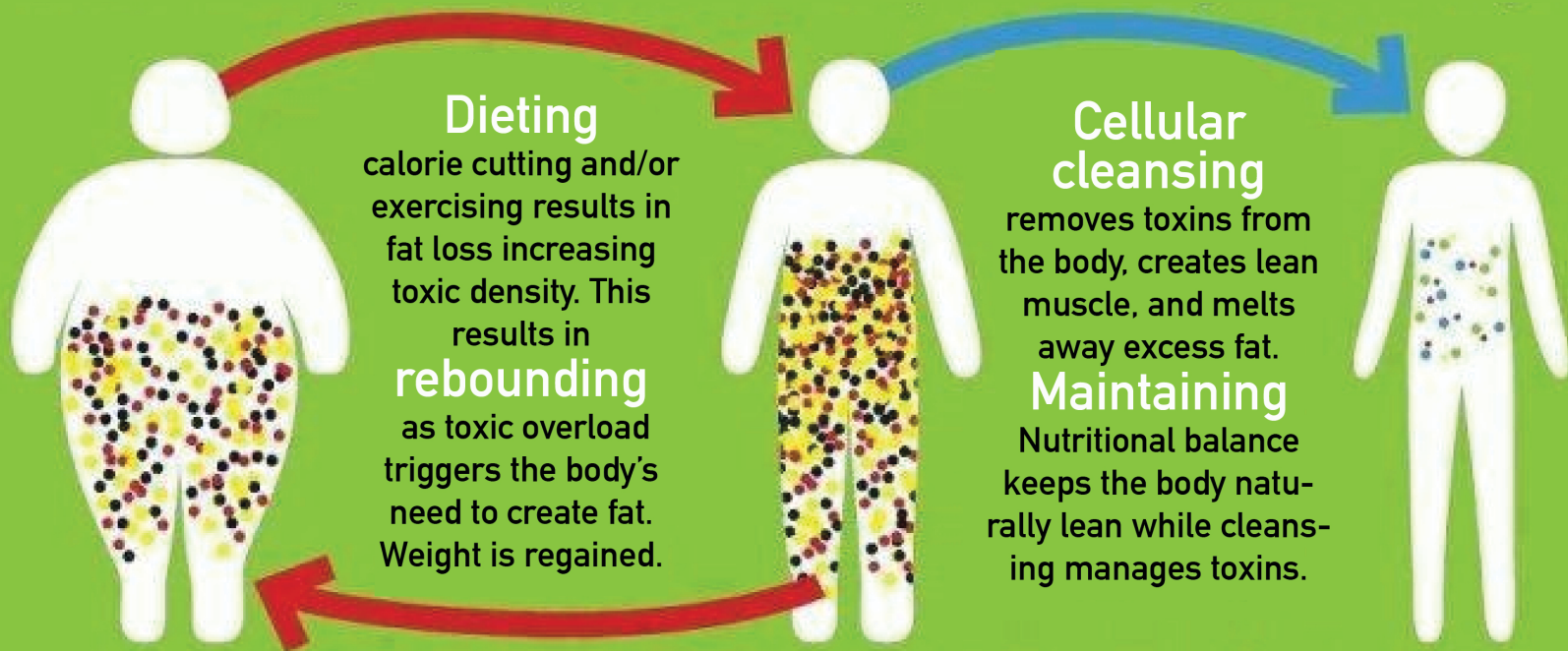
- A toxin is anything your body cannot use as energy. Toxins come from your food, environment, skin care, hair care, etc. Virtually anything you put in your body, if it is not helping your body, it's harming it. We plateau in traditional weight loss programs because we don't eliminate the toxic influx. When you are in toxic overload, your fat cells surround the toxins to keep them safe from entering your body. If you decrease your toxic load and detoxify, the toxins go away and the fat has no reason to stay. Fat cells shrink when the toxins are eliminated.

EXPLAIN THE NUTRITIONAL REBALANCING PAGE: (next page)

- This person in Figure 1 decides to diet, cut calories or exercise and they lose weight. But they don't get rid of the toxins. They are actually more toxic than before (Figure 2). This triggers the body's need to create fat (fat cells protect vital organs from toxics). This results in rebounding, and the weight is regained.
- But cellular cleansing (Figure 3), removes toxins from the body, creates lean muscle and melts away excess fat.
- Maintaining nutritional balance keeps the body naturally lean while cleansing manages toxins.

NUTRITIONAL REBALANCING IS NOT A DIET

FAT IS CREATED TO PROTECT BODY FROM TOXINS & IMPURITIES CREATING UNWANTED WEIGHT



HEALTHY LOOKS GREAT!!!

BATHTUB ANALOGY

- The liver is our primary detoxifier.
- A great illustration is the how a bathtub works:
 - The faucet is on and is bringing toxins in the body
 - If the drain is clogged, the tub will gradually fill up and spill over the sides:
 - Inflammation, auto-immune disorders, high blood pressure, IBS, migranes, etc.
 - What we SHOULD do is unclog the bathtub, but what most people do is grab a mop and clean up the mess (they use prescriptions to take care of the symptoms, and the problem will never go away).
 - Our program teaches us to turn down the faucet by reducing our toxins and we unclog the drain so everything is flowing smoothly.

LET ME TELL WHAT YOU WILL LEARN IN THE PROGRAM

- How to eat clean
- What foods to remove for 30 days that may be causing negative effects on your body.
- How to support your elimination organs and effectively remove toxins from your body.
- How to balance your pH and blood sugar.
- How to increase your nutritional intake.
- How to re-incorporate foods back into your diet after the 30-day program.

EAT CLEAN

- Focus on eating real food.
- Grass-fed beef without hormones or antibiotics
- Free-range chicken or turkey that are not fed grains, hormones or antibiotics.
- Cage-free eggs
- Wild-caught fish (ex: salmon)
- Organic fruits and vegetables
- Healthy complex carbohydrates like brown rice, quinoa and sweet potatoes.
- Healthy fats, such as olive oil, coconut oil, avocados and almond butter.
- **FIT FACT:** Eating a clean, anti-inflammatory diet helps the body release toxins.

REMOVE FOODS THAT DON'T SERVE YOU

- We need to eliminate acidic, allergenic and addictive foods.
- Many of the common foods we eat have negative effects on our body and we chalk it up to normal
- Did you know that foods you eat can cause drainage, stuffy nose, allergies, bloating and gas?
- The foods you crave, most likely are the ones that have the negative effect on you.

WHAT DO YOU NEED TO ELIMINATE FROM YOUR DIET? (WE ENCOURAGE YOU TO DO THIS FOR 30 DAYS!)

- Refined sugar: Daily intake of sugar causes the body to be in a continual acid state. It leaches the body of precious vitamins & minerals and even causes wrinkles. Sugar increases insulin and insulin increases fat storage.
- Artificial sweeteners: Not any better. Why? Because they are FAKE. Aspartame is POISON and a known neurotoxin. There are over 90 medical conditions linked to aspartame. Some include headaches, migraines, seizures, joint pain, depression, fibromyalgia, etc. Our body has ZERO idea how to process anything fake. Artificial sweeteners also spike insulin, just like sugar. It is a known statistic that Diet Coke drinkers usually weigh more than regular Coke drinkers. The best alternative is Stevia, a plant-based sweetener, which is becoming popular. That's what we use in our products!
- Processed foods: These are the foods that are packaged and contain lots of preservatives and additives. The less ingredients the better.
- Dairy: Dairy is HIGHLY acidic. It causes bloating, gas and belly pain. People drink milk for calcium, but there is very little calcium in milk today; it is usually made up of sugar, hormones and antibiotics. Only 30% of calcium in milk can be absorbed into the body. A great alternative to milk is almond milk. It has 2x the calcium of milk or spinach. It is fabulous blended in our protein shakes!!
- Whey: Whey protein is a derivative of dairy. It's the most common and cheapest form of protein available. It is thought to help build muscle, but it's very difficult to digest and is linked to digestive disease. It's also highly processed and acidic. Here is what the Mayo Clinic has to say about whey protein: "Whey protein may cause abnormal heart rhythms, changes in cholesterol levels, headache,

increased diabetes risk, increased fracture or osteoporosis risk, kidney dysfunction, liver damage, stomach or intestine symptoms (acid reflux, bloating, constipation, cramps, gas, increased bowel movements, movement problems, nausea, reduced appetite, swelling of limbs, and upset stomach), and thirst.” Vegan protein is more effective in building lean muscle, and a much healthier option. Our protein is vegan, and it has a complete amino acid profile which includes 3 amino acids for muscle building.

- Gluten: It is a sticky protein found in wheat. It is estimated that 50% of the population has some sort of intolerance to gluten! It is difficult to digest and causes bloating or the “pot belly.” It can also cause focus issues, migraines, ADHD and asthma. It also decreases our immune system, causes loss of energy, clogged sinus and slow weight gain. Why? Well, because our bodies could digest “old school wheat,” but it can’t digest “modernized wheat.” The wheat on the market today is a new breed, much different from the grains our ancestors ate decades ago. It is now cross-bred, which is turning a crop into something neither physically nor genetically like its old self! The book “Wheat Belly” says that 2 slices of wheat toast spikes your blood sugar higher than a Snickers Bar!
- Soy: Soy is a highly processed crop and is 90% genetically modified. Soy is very acidic, difficult to digest and highly inflammatory. It is also widely used in almost all processed foods. Soy also contains plant estrogen, which mimics the effect of female hormones. That puts us at risk for female cancers, and it is also known to grow breasts in males. It can actually cause men to lactate.
- Coffee and alcohol: Coffee is highly acidic, which we are trying to prevent. It will cause your energy to spike, then crash. Most people who are addicted to coffee before this detox have more energy not drinking coffee than they had when they did drink it. Alcohol is addictive and often it is loaded with sugar and/or gluten. We want to decrease the toxic load on our liver, and coffee and alcohol add to it.

BALANCING YOUR PH: ACIDIC OR ALKALINE?

The foods we eat are either acidic or alkaline.

What do acidic foods do?

- They lead to inflammation! Inflammation creates diabetes, heart disease, Alzheimer's, cancer, wrinkles, most illnesses, bacteria and viral infections, and so on.
- All disease is born out of an acidic environment. Disease cannot grow in an alkaline environment.
- Most acidic foods are man made, which are processed, fake and junk; anything packaged or boxed.

What do alkaline foods do?

- They starve the disease process because they create an anti-inflammatory diet.
- Did you know that cancer cannot live in an alkaline body? Here are some cancer stats: Currently, 41% of us have cancer. So, chances are that 1 out of 2 of us will get some type of cancer. Our body is made up of both healthy cells and sick cells. Healthy cells are fed by oxygen, which are fruits, veggies, a clean diet and exercise. Sick cells are fueled by acid forming foods, which are primarily carbs and sugar. Sick cells become a magnet, especially for sugar. What we feed grows. What cells do you want to feed?
- Fruits and vegetables are alkaline, and your body needs these.

BALANCING YOUR BLOOD SUGAR

- Both simple carbohydrates and sugar spike our blood sugar. Sugar increases insulin, and insulin increases fat storage. When your blood sugar is high, your body holds on to fat!
- Scientists have established that anything that causes a rise in our blood sugar results in inflammation, and inflammation is at the basis of virtually every disease process.
- If you have a glass of orange juice and a bowl of processed cereal, you've maxed your ideal sugar intake for the rest of the day! We have to keep our blood sugar balanced.
- Here are some tips for keeping your blood sugar balanced:
 - Eat about every 3-4 hours, avoid skipping meals and eating excessively large portions of refined carbohydrates.
 - Eat whole food snacks and meals that contain protein, complex carbohydrates, healthy and high quality fats and fiber. This is one of the things you will conquer in our Detox Bootcamp!
- **OKAY** – Those are the “heavy hitters,” the things we are going to eliminate from our diet for 30 days! We will also give you a substitution guide, recipes, shopping lists, etc. So, let's talk about some of the things you are going to **GET** to have on this journey to health!

REPLACE, SUPPLEMENT AND SUPPORT WITH ARBONNE PRODUCTS

- I'm going to show you how you can save both **TIME** and **MONEY** by choosing Arbonne Nutrition!
- Replacing some of your meals with Arbonne protein shakes is **CHEAPER** than grocery shopping or eating out, but it is also easier and healthier!
- I challenge you to follow our program for 30 days and see how amazing you will look and feel.

LET ME FIRST TELL YOU ABOUT ARBONNE, THE COMPANY

- Arbonne is a 36-year-old health and wellness company
- We are in the US, Canada, UK, Australia, New Zealand and Poland. Soon to be in Taiwan.
- I love it that we don't have to stock or deliver products. We take your first order and set you up online, which means you can place your orders from your home.
- We have results-oriented products and a system for success that produces results, too. When someone joins our company we teach them, step by step, how to build a business with Arbonne.

LET'S TALK ABOUT THE ARBONNE ADVANTAGE

- What separates us from other companies is our strict ingredient policy.
- Our products are pure, safe & beneficial
- Botanically-based
- Free of harmful ingredients
- Vegan Certified

- Gluten Free Certified
- Certified low glycemic index
- Certified non-GMO
- No artificial flavors, colors, sweeteners
- No Cholesterol, Trans or Saturated Fats
- No Dairy, Soy or Whey
- No animal by-products
- They are alkaline forming (remember that disease cannot live in an alkaline environment)

LET'S TALK ABOUT THE PRODUCTS...

ARBONNE ESSENTIALS PROTEIN POWDER

- Available in vanilla and chocolate
- It has 20 grams of Vegan protein from peas, cranberries and brown rice. -It's the most digestible and absorbable form of protein available! It has a complete amino acid profile, so it's great for muscle building!
- 20 essential vitamins and minerals, and 13 grams of complex carbs, which keeps you fuller longer
- Can be used as a complete meal replacement or after-workout recovery shake.
- Dr. Oz has a video on about the benefits of Pea Protein. He says it helps you stay fuller longer and it is known to reduce cravings, which is the #1 testimony we get from those who use our protein powder.
- Tastes great!!! (Mix with water or almond milk)
- We recommend 1 shake a day for weight management and 2 shakes a day for weight loss. You can also use it to make protein bars and snacks.

ENERGY FIZZ STICKS

A BETTER OPTION FOR CAFFEINE, COFFEE AND SODA

- I can't live without these!!! They have helped people kick the Diet Coke, coffee and Crystal Light addictions! They come in Pomegranate and Citrus flavors
- Instead of synthetic caffeine filled with chemicals, our caffeine comes from guarana and green tea, which are natural sources of caffeine. It's loaded with antioxidants
- Alkaline forming – promotes proper pH.

- It's the only energy drink that suppresses appetite, boosts metabolism and increases energy, focus, alertness and endurance!
- Burns stored calories
- Only 13 calories. Mix in a water bottle. Take 1-3 a day!

DIGESTION PLUS

- This is one of the most amazing products that Arbonne carries!!
- Contains Prebiotics, Probiotics and 11 Digestive Enzymes that promote digestion and nutrient uptake.
- Probiotics are healthy bacteria in the gut. We kill this healthy bacteria with prescription drugs and processed foods. It has to be replaced, because the gut is home to 80% of our immune system. So, unless our diet is 80% raw and vegan, we don't get the enzymes that we need. This product gives you those enzymes.
- The majority of our serotonin is also in our gut. Serotonin is responsible for mood, sexual desire, appetite, sleep and memory.
- Last, all of our skin conditions start in the gut. So, moral to the story: The gut has to stay healthy!
- Patented Probiotic Bacillus Coagulans is like no other probiotic on the market. It survives our body's high temperatures and the gastric juices in the stomach and continues to work!

DAILY FIBER BOOST

- The average person needs 25-30 grams of fiber a day. Most people get less than 4!
- If you changed nothing else about your diet but got the daily recommended amount of fiber, you would lose 9.5 lbs in one year!
- Fiber is a sponge for toxins.
- It helps you feel fuller longer and keeps your blood sugar balanced.
- Arbonne's fiber is odorless, tasteless and textureless.

- 1 serving contains 12 grams of fiber; almost ½ of the recommended daily allowance.
- Our fiber is soluble – the good kind of fiber. If you buy into the “Fiber One” mania, you need to know that that is insoluble fiber. Insoluble fiber gives you gas, bloating and constipation!
- Mix 1-2 scoops a day in your protein shake, or in sauces, dressings, etc.

7-DAY BODY CLEANSE

- We incorporate this during the 3rd week of the program
- Helps cleanse, detoxify and support the liver, colon, kidneys and g.i. tract
- The intestines can hold up to 5-25 pounds of waste, so we need to detox!!
- It provides a gentle elimination of heavy metals and environmental toxins.

DAILY DETOX TEA

- This is a great replacement for black teas, coffee.
- It regulates cholesterol, balances blood sugar, and promotes weight loss.
- Contains milk thistle, which supports the liver, kidneys and GI tract. The herbs in these tea bags flush out those toxins. When toxins get flushed, guess what follows? FAT!!
- Drink hot or cold, 1-3 a day. (You can even add a fizz stick to your tea!)

FIT CHEWS (add-on) OUR ALTERNATIVE TO SWEETS

- These are not included in the special package, but most people add these to their initial order!
- It’s like dessert without the guilt! Only 30 calories per chew, and they come in several flavors!
- These are your snacks on the go! Great when you need to “buy some time” between meal, or just have a sweet tooth.

- 1-2 chews will hold you about 45 minutes, suppress appetite and keep you away from the vending machine or drive thru!
- It's my "pick-me-up" that helps control your hunger and give you energy.
- Keep them in your car, purse or desk drawer so you never find yourself starving or desperate!

GREENS BALANCE

HAVE YOU HAD YOUR VEGGIES TODAY?

- One scoop of this is the equivalent to an entire serving of vegetables. We are supposed to have 9 servings of fruits and vegetables per day, and most people don't have that many servings.
- It's a blend of spirulina, kale, artichoke, broccoli, spinach, alfalfa, barley grass, wheat grass, sweet potato, pomegranate, pumpkin, mango, papaya, blueberry, elderberry, flax, quinoa and much more! We use 37 non-GMO, alkaline-forming fruits and vegetables in our Greens!
- Loaded with greens, blues, reds and yellows – so it's loaded with antioxidants, anti-inflammatories, Omega 3s and toxin-cleansing power houses!
- Add to your water, fizz drink, or your favorite protein shake.
Huge for people who are busy and want to move their bodies into a more alkaline state for better health! **(This can be their free product as a PC!)**

WRAP-UP: You've gotten an overview of the main products that go along with our 30 Days to Healthy Living Program.

LET ME GIVE AN EXAMPLE OF A DAY ON OUR PROGRAM:

➤ **Wake up:**

- Digestion Plus on empty stomach, then wait 15-30 minutes
- Protein shake with 1 scoop of fiber
- Cup of Detox Tea and/or Fizz Stick (if you need caffeine first thing, drink it after your Digestion Plus)

➤ **Morning snack: (Optional)**

- Approved snacks: Fit Chews, handful of nuts, green apple or brown rice cake with almond butter, berries, veggies and hummus or a hardboiled egg, fizz stick.

➤ **Lunch: (4 hours after breakfast)**

- Protein shake or clean meal (fist-size lean protein, non-starchy veggies, approved complex carbohydrate (brown rice, quinoa or sweet potato), a small amount of healthy fat.

➤ **Afternoon snack: (Optional – see morning snack for list)**

- Approved snacks: Fit Chews, handful of nuts, green apple or brown rice cake with almond butter, berries, veggies and hummus or a hardboiled egg, fizz stick.

➤ **Dinner:**

- Protein shake or clean meal

➤ **After dinner:**

- If you are hungry, have a detox tea, water or a fit chew.
- **Leave a 12-hour window of fasting between dinner and breakfast.**

WE CAN'T FORGET ABOUT THE SKIN

- The skin is the largest organ in the body, yet most neglected.
- Interesting fact: the natural aging process is only responsible for 10% of the damage to our skin. The food we eat, the sun and the skin care products we use are responsible for the other 90%.
- Arbonne follows the European Directive for Cosmetic Ingredients. Europe has a much higher standard for skin care and cosmetics than the US does. Europe has banned over 1,200 ingredients from skin care and cosmetics. Unfortunately, the US has banned less than 10. We follow the European guidelines!
- Arbonne does not use mineral oil, SD-40 alcohol, parabens, artificial colors or fragrances.
- Arbonne's RE9 Anti-Aging system is the #1 best selling set in our catalogue. Arbonne is pure, safe and beneficial, and you can know that nothing toxic is being absorbed into your skin.
- The RE9 skin care system is designed to prevent and repair problems such as sun damage, wrinkles, fine lines, elasticity and age spots.
- RE9 competes with products that are sold at the medical level.
- It is a 5-Step Line with a cleanser, toner, serum, eye cream and moisturizers for day and night, designed to work synergistically for maximum benefits and results to your skin. You will see a difference.
- The products are very concentrated, and the set is designed to last 3-6 months, depending on the product.
- The Genius Resurfacing Pads have a plant-based Retin-A. Helps with skin tone, texture, pigmentation and fine lines!
- We have an entire skin care presentation for the RE9 System. I would love for you to host a get together for your friends so you can hear more and try the products.

(OPTIONAL) NEW ARBONNE INTELLIGENCE GENIUS ULTRA

- While it may not be visible to the naked eye, the surface of our skin is uneven – with ridges that can only be seen under a microscope.
- This high-tech device has ultrasound technology, and the gentle waves and the heat help push the product deeper into the skin, getting into the ridges that your fingertips can't reach, and ultimately maximizing your products for faster results.
- It's great for your forehead, eyes, lips, cheeks and neck.
- You can spend hundreds of dollars at a medical spa getting ultrasound treatments for your skin over and over, or you can buy this device once and do it in the comfort of your home, as many times as you want, and it only takes a few minutes!
- Our “Before and After” pictures speak for themselves!
- Our clinical studies show that when you use the Genius Ultra with our RE9 Serum for 1 minute, twice a day, this is what we found:
 - Improvement in the appearance of facial lines, skin radiance and skin tone.
 - Improvement of the overall appearance of the skin.

OPTIONAL: PLAY DEAL OR NO DEAL GAME:

“Before I give you your catalogues and tell you about our specials, we are going to go back to the envelopes I gave you at the beginning. We are going to play a game called “Deal or No Deal.” Inside each envelope is a picture of a “favorite” Arbonne product. If you would be willing to have a few friends over for an Arbonne event like this, you just need to say, “Deal!” If you say, “Deal,” you get to open your envelope, and you are going to get THAT product for FREE just for having a few friends over. Even you plus 2 friends is considered an event. This will really help me (or say the name of your new consultant launching) meet some new people and you know they will love this information! Only those who say “Deal” get to open their envelopes. ***Wait for someone to say “Deal.” If no one says “Deal,” up the ante and say, “The first person to say, “Deal” will also get to take home the rest of the protein bars from tonight, or I will give you an extra gift, etc. Once someone says, “Deal,” walk over to them and watch them open the envelope and then RAVE about that product! “Oh, I love the ___! You will love it! Thank you so much for hosting! I really appreciate it! We will look at our calendars before you leave and pencil in a date. Who else wants to open their envelope?”

PASS OUT CLIPBOARDS

- Each guest should get:
 - Clipboard with Order Form
 - ASVP Specials Sheet - laminated
 - Catalogue
 - Pen

VERBIAGE: I’m going to show you how you can shop for these products at a discount. The first thing I would like for each one of you to do is to fill out your information on the order form, if you don’t mind. (Give everyone a minute to do that).

3 WAYS TO BE A PART OF ARBONNE

1. CONSULTANT:

I just want to share a little bit about our business opportunity because I know that there might be someone here who could benefit from having a 2nd income stream for college, retirement, savings, etc.

***This business is SIMPLE:** You saw what my business looks like tonight. I just share these products with others, either in a group setting or one-on-one (over coffee, lunch, or even at the soccer field). I love it that the products are consumable, so you introduce the products to people once, and they continue to reorder for themselves.

***This business is FLEXIBLE:** It's perfect for people who are busy and need to work this around the nooks and crannies of their day. You can work this business around your family or career, and still be successful because you leverage your time. If I work 10 hours a week and I find 3 people who want to work 10 hours a week, I can get compensated for working 40 hours! That's time leveraging!

***This business is LUCRATIVE:** Financial experts say that everyone should have a 2nd income stream so we can be ready for impact. We can teach you how to earn anywhere from a few hundred dollars a month to a 6-figure income if that's what you desire.

- **More benefits:** Tax deductions, travel, MB car bonus, will your business to family.

I am looking for people who are open to taking a look at this business. If you are even a bit curious, I'll send you home with some extra information and we can touch base later! **(You will give them Opportunity Brochure and "Is Arbonne for You" flyer before they leave.)**

2. PREFERRED CLIENT:

- a. This is what MOST PEOPLE DO!
- b. Preferred Clients pay \$20 and get 20% off for one year.
- c. But if you buy one of the Special Value Packs (we call them ASVPs), you get:
 - i. 40% off
 - ii. Free shipping
 - iii. A free product of your choice from the list on the back of your sheet
 - iv. Then you get 20% off for the rest of the year!
- d. Let's go over the sheet that is in your clip board. (Go over the sheet slowly, explaining each package and going over prices).

3. CLIENT:

Shopping at the retail prices in the catalogue.
Friends don't let friends pay retail!

CLOSING THE PRESENTATION:

VERBIAGE: "I know that everyone here has different needs and different budgets. I have set up a shopping area with a calculator and some additional information I'd like to give you. I'd like to help each one of you pick out the products that meet your needs and fit your budget. I know your time is valuable, so if someone is in a hurry to get going, I'll talk to you first. Feel free to browse through the catalogue. Feel free to ask me any questions.

At this point, start walking towards the shopping area. Make sure you have asked your Host in advance to encourage everyone to at least fill out their form and give it to you before they leave, even if they say they are not buying anything.

- You are now going to be at the SHOPPING AREA you set up when you arrived, with the 3 stacks (Sales, Scheduling and Sponsoring + calculator, catalogues, and additional order forms). Here are some questions to ask at the shopping area when the guest arrives:

(1) Did you have fun? Did you learn something new?

(2) How can I help you with your order?

(3) Would you be open to having a few friends together for an event like this?

(4) Would you be open to hearing more about this business? **or**, Have you ever thought about doing something like this? I think you would be great in my business because _____.

(If “yes,” give an Opportunity Brochure and “Is Arbonne for You?” flyer and schedule a coffee appointment.) Hopefully this person also booked a group presentation for you as well.

After everyone leaves, tally up orders and help your host choose the best package based on our Host Packages Sheet. You may want to leave a catalogue with the host and collect her/his order the following day. Take the order forms home and place the orders that night at home or the next morning.

Don't stay there forever! 😊

YOUR GOALS for each presentation: 1 Business Builder, 2 Bookings, \$500 in Sales

DISCLAIMER

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