

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 \$30 specials when you place your personal orders. It can be a box of Fizz Sticks, a bag of Fit Chews, etc).

WHAT WE WILL DO TONIGHT

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

- Holding Catalogue – “Arbonne takes a holistic approach to beauty, health and wellbeing, focusing on the whole person to help them flourish inside and out. Our product philosophy embraces the connection between a healthier mind, stronger body, and more beautiful skin. We have over 250 products: Nutrition, Skin & Body Care, Make Up & Hair for everyone in the family. If I shared everything we would be here all night! So for the next 20 minutes or so, I will share the Core product lines; Our Anti-Aging Skin Care and our 30 Day Nutritional line.”
- 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 would like to build a part time biz alongside what you are currently doing, 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 the products have done for me.
- Hesitations or fears I had about the business. How I overcame them
- Why I am doing the business
- What this business is doing / will do for my family / 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!"

LET ME TELL YOU ABOUT ARBONNE, THE COMPANY

- Arbonne is a 40 Year Health & Wellness Company
- We are in the US, Canada, UK, Australia, New Zealand and Poland.
- 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 home.
- We have results-oriented products and when someone joins our team, we teach them step by step, how to build a business in Arbonne. You're in business for yourself, but not by yourself.
- Arbonne's Mission is to empower people to flourish with sustainable healthy living.

LET'S TALK ABOUT THE ARBONNE ADVANTAGE

- High ethical and quality standards are guided by a stringent Ingredient Policy that prohibits over 2000 harmful ingredients, such as PEGs, parabens and phthalates and some of the most common allergens. Arbonne seeks 3rd party certifications to ensure transparency.
- Our products are pure, safe & beneficial
- Plant / Botanically-based Ingredients
- Vegan Certified
- Gluten Free Certified
- NON-GMO Verified
- Certified low glycemic index
- No artificial flavors, colors or sweeteners
- Cruelty-Free
- Certified B Corporation – putting people and planet ahead of profits
- Co-Developed with Experts
- Scientific Testing

LET'S BRIEFLY TALK ABOUT OUR 30 DAYS TO HEALTHY LIVING PROGRAM

- This is Arbonne's signature nutrition program and #1 bestselling regimen to help you jumpstart your healthy living journey. The objective of the 30 day program is to help you to form healthy habits and a healthy eating plan for life.
- You will identify foods and products that may not make you feel great; such as aches, pains, tiredness, digestive irregularities, sugar cravings, weight gain & more.

- This 30 Day program is based on an Arbonne Special Value Pack of products that give you the clean nutrition you need to follow the program. It can be customized to fit your journey by targeting different needs. Let's talk about what comes in this pack:

PROTEIN SHAKE MIX: The heartbeat of your 30 Days is right here! Support muscles and daily health with 20 grams of plant-based protein from Yellow Peas, Brown Rice and Cranberries. Each serving delivers essential Amino Acids and more than 20 Vitamins and Minerals. Clinically tested and certified to have a low glycemic index. Comes in Chocolate & Vanilla (30 Servings per bag)

DIGESTION PLUS: This powerhouse has 11 digestive enzymes, prebiotics and 3 billion CFU of probiotics that help support optimal digestive functioning, when translated, means you actually get to absorb all the good food you're eating and restore the healthy bacterial balance in your gut. Did you know that 70-80% of our immune system resides in our gut?*

FIBER BOOST: Boost your fiber intake with 12 g in each scoop to help keep things moving. We need soluble fiber to slow digestion and make us feel fuller longer, but also insoluble fiber to speed up digestion. Daily Fiber Boost combines the benefits of these fibers for a healthy gut, glucose levels and cardiovascular system.* (Flavorless)

ENERGY FIZZ STICKS: These are a lifesaver! They replace coffee, soda or high sugar energy drinks. Temporarily help promote alertness and help reduce fatigue with botanicals like Ginseng, B Vitamins, CoQ10 and chromium. Green tea and Guarana provide naturally derived caffeine (55mg) to help boost energy.* Citrus, Pomegranate & Strawberry

DETOX TEA: This plays a HUGE role in our 30 Day Program, so don't skimp on it! Support toxin elimination with hydration and a mild, caffeine-free herbal tea featuring Milk Thistle, Peppermint, and Dandelion. Contains herbs that help support normal liver and kidney function. As we are eating clean and our body lets go of toxins so this tea is a must. Drink to your health!* Have 1-2 cups a hot or cold; add a drop or 2 of liquid Stevia OR ½ of an Energy Fizz for added flavor

GREENS BALANCE: Drink your veggies! Get a more balanced diet every day with our concentrated blend of 37 non-GMO green, red, blue and yellow fruits and vegetables delivering antioxidants, phyto-nutrients and fiber. Mix 1 scoop with 8 oz of water, juice or throw it in your Arbonne protein shake.

BODY CLEANSE: We use this product in week 3 of the 30 Day Program. It is a gentle formula that helps to cleanse and detoxify our system featuring Aloe to soothe the GI tract and Choline to help support liver function.

FIT CHEWS: 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 – Chocolate, Caramel & Lemon

- With the 30 Days to Healthy Living and Beyond Program you receive resources, shopping lists & recipes, support, access to a private online support group and a personal coach!
- For more information about all of Arbonne's products, go to the website and click on the product and then click on Meet the Product Sheet.
- We all know the expression, "You are what you eat"? Well it's more accurate to say, "You are what you absorb." What we put on our skin gets absorbed into the bloodstream even faster than what you eat, that's why patches work so well. Because our skin is the largest organ of our body, we need to take care of that too!

WE WILL NOW TALK ABOUT OUR AMAZING FLAGSHIP LINE – OUR RE9 ADVANCED ANTI-AGING LINE

RE 9 stands for Rebuild, Repair and Rejuvenate: As we age, many of the key signs of healthy looking skin, like firmness and radiance, begin to decrease. RE9 Advanced features Vitamin C and Orange Stem Cells to help target those concerns in 1 single regimen. Use this comprehensive set morning and night to take healthy looking skin to a whole new level. Allergy & Dermatologist Tested

SMOOTHING FACIAL CLEANSER: This cream cleanser uses plant-based surfactants to gently wash away makeup and impurities. An added plant-derived moisturizer leaves skin feeling refreshed and hydrated. (Cream cleanser that cleanses without stripping)

REGENERATING TONER: Antioxidant rich mist helps minimize appearance of pore size, enhances radiance by evening out the appearance of skin tone and preparing the skin for the next step.

INTENSIVE RENEWAL SERUM: This is our hero product! It's a Collagen supporting serum with antioxidants, essential botanicals and peptides work synergistically to protect the skin's surface from future signs of aging and restore youthful glow. Reduces the appearance of fine lines and wrinkles while giving skin a more lifted firm appearance.

CORRECTIVE EYE CREAM: Reduces the appearance of key signs of aging seen on the fragile skin around the eye, including puffiness, fine lines, deep wrinkles and dark circles, while supporting collagen.

RESTORATIVE DAY CREAM: 3 to choose from: No SPF, SPF and SPF with Extra Moisture. The SPF is 100% Mineral, not chemical, so it creates a barrier. This collagen supporting formula helps to replenish skin's natural moisture barrier, provides critical moisture to the skin to hydrate, smooth and firm skin's appearance while helping reduce the appearance of fine lines and wrinkles.

NIGHT REPAIR CREAM: Sleep your way to beautiful skin. Formulated with an ultra-hydrating blend of botanicals, plus collagen supporting ingredients that replenish moisture and deliver essential nourishment to maximize the skin's natural reparative cycle. Helps reduce the look of fine lines and deep wrinkles through moisturization — all while you sleep.

RESURFACING GENIUS PADS: A retinoid solution with skin surfacing pads that gently exfoliates to promote cell turnover at the skin's surface and brightens to help significantly reduce the look of dark spots and fine lines. Pure Genius!

3 WAYS TO BE A PART OF ARBONNE

1. **Start your business as an Independent Consultant** – I just want to share a little bit more about our business opportunity because I know there might be someone here who could benefit from having a part time business alongside their current job to help with a house or car payment, college, savings, travel ect.
 - **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 park). I love it that the products are consumable, so you introduce the products to people once, if they love them, then they continue to reorder for themselves.
 - **This business is FLEXIBLE:** Its 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.
 - Arbonne Independent Consultants make healthy living their business! More than selling products, it's the opportunity to join a passionate and welcoming community.
 - I will post in the party a link to Arbonne's Compensation Summary / earnings.arbonne.com
2. **Join us as a Preferred Client** – If you're not interested in making extra money, but you're into shopping and saving, become a preferred client! THIS IS WHAT MOST PEOPLE DO!
 - It's only \$29 for the year and you'll get the 30 Days to Healthy Living Kit at a 40% discount! That's \$266.40 which comes out to only \$8.88 per day. That's less than what the average person spends on a drink and pastry at Starbucks (not to mention healthier)
 - RE9 Skin Care Sets are also at a 40% discount! Several to choose from. As a preferred client who does the 30 Day Program or a Skin Care Set, you'll receive FREE shipping and a FREE gift! You'll also receive a 20% discount for the year off all purchases, with no minimums or monthly requirements.

- You can be a **Connector** by hosting your own Virtual Healthy Happy Hour or Mind, Body & Skin to Your Door by inviting your friends to hear this information and you'll have the opportunity to earn free gifts and possibly shop for your favorite products at a 75% discount.

SO DREAM BIG!

You are where you are today because of choices you made yesterday. If you keep doing what you're doing (especially health-wise), where will you be in 5 years? And will you be happy and energetic? Instead of asking, "What if it doesn't work?" ask yourself, "What if it DOES?" You can do anything for 30 Days, so give this program, and more importantly you and your health a chance!

Have a separate area to talk to them about their order. And say something like, "Did you have fun or learn something new tonight?" Or "Can I help you with your order?" Or "Can I show you what I recommend and the best deals?"

Also ask, "Would you be open to have a small group of friends over for an event like this? Host gifts are super generous."

Also ask, "Have you ever thought about doing something like this?" Or "Would you be open to hearing more about this business? You would be great at this!" (tell them why they would be great at this) Offer to meet them for coffee or give them an informational packet.

