

# YOUR 3 MINUTE STORY

## Share your 3 minute story and Arbonne's products!

- **Become a Master Story Teller: Then practice and role play with your sponsor!**
- **(Facts Tell - Stories Sell) Use emotional words, focus on authenticity.**
- **The perfect story is 3 minutes or less:**

### Example:

- 1. What is your current career/life path OR what was your career or life path before Arbonne?**
  - *Before Arbonne I was a full time teacher with 3 part time jobs, struggling to make ends meet.*
- 2. What do (or did) you dislike about that situation? (This helps people relate and is important)**
  - *I was frustrated that no matter how hard I worked, I couldn't make any more money. My husband and I were always worrying, and we were heartbroken leaving my son in daycare 12 hours a day.*
- 3. How is Arbonne the solution?**
  - *Then I found Arbonne, and I found out it was possible to earn the extra income and choices my family needed alongside my overtime hours and I KNEW Arbonne was the solution we were looking for.*
- 4. What do you love about Arbonne?**
  - *I love that Arbonne is eco-conscious and that products are proven to work.*
- 5. What do you see yourself creating with Arbonne in coming years, and how do you feel?**
  - *Now thanks to my Arbonne business I can earn money on my own schedule alongside what I am doing and work towards staying home with my children. I am so grateful!*

# YOUR 3 MINUTE STORY

**SHARE EVERY TIME YOU CHAT WITH ANYONE ABOUT ARBONNE**

1. What is your current career/life path OR what was your career or life path before Arbonne?
2. What do (or did) you dislike about that situation? (This helps people relate and is important)
3. How is Arbonne the solution?
4. What do you love about Arbonne?
5. What do you see yourself creating with Arbonne in coming years, and how do you feel?

Time yourself, record and listen back. Practice builds confidence!