

Discover
Arbonne

in 15
minutes

UPDATED MAY 2023



Name:

CID:

Phone:

NOTES: A presentation of the products and business of Arbonne can take place anywhere. Whether it is spontaneous or planned, a group or one on one, online or in-person, these cards will help you share the vision of Arbonne in a concise, informative way. Start to finish "talk time" should be around 15 minutes.

Group: In person groups do best with the presentation split up between steps of a workshop or a tasting. In the case a a business focused Discover Arbonne, a lecture style followed by "circling up" where guests sit and talk with whomever brought them works beautifully. Leaders mingle throughout the room to assist with questions.. Feel free to get creative! Some share pieces of the presentation in a round robin format, and some even use a conversational cocktail social approach. To make this a product presentation, choose a product grouping to focus on and share it is an interactive, fun way. Include one fact and one love for each product.

1on 1: A one on one is far more casual and should start and end with questions so you are getting to know them and can truly connect. Follow F.O.R.D. (Family, Occupation, Recreation, Dreams) ie: "Do you have any kids?" "What do you do" "Do you love it?" "Do you have any fun vacations planned this year?" " Is there anything big on your wish list that you hope to work towards in the future?' Beyond this, the presentation should be more casual and conversational rather than formal. Ask if you may share your presentation with them as practice, or slip the info into the conversation naturally.

I'm so excited that you are here to learn more about Arbonne! Over the next few minutes, I will share:

- **What makes Arbonne different** as a company
- Some of our **incredible products**
- How **this opportunity changes lives**

Whether this is for you or not, please leave here tonight feeling **inspired and encouraged** about the positive impact these products and this company can make in your life and possibly the lives of others.

First, I want to share my story about how Arbonne came into my life, the difference it is making/has made, and why I am so passionate about this opportunity.

MY STORY (2-3 mins): EARNINGS.ARBONNE.COM

- 1. What did your life look like before Arbonne?*
- 2. What did you want more of?*
- 3. What did you want less of?*
- 4. How is Arbonne the solution?*
- 5. What do you love about Arbonne?*
- 6. What do you believe this business's current and future impact will be for you?*

**REQUIRED* End with the following:*

"Of course, everyone's story is different. If you want to learn about what is typical, you can visit [Earnings.Arbonne.com](https://www.earnings.arbonne.com)"

Maybe you're looking to:

- **improve** your overall **wellness**
- up your **self-care** game
- make some **extra money**
- be a small part of **positive global change**
- **dream big** and **change lives**
- **fall in love** with your skin

If any of these resonate with you, then **Arbonne is for you.** Let's get started!

Let's talk about **THE ARBONNE DIFFERENCE!**

- Health and wellness company with over **43 years** of history.
- Our brand philosophy embraces the connection between a **healthy mind, a strong body, and beautiful skin.**
- We are **B Corp Certified**, which means we balance profit with people and the planet.
- Number one rated Direct sales company on the B scale.
- Number one rated Nutrition company on the B scale.
- Number two rated Beauty company on the B scale.
- We are **committed to sustainability** measures by decreasing waste and increasing recycling.
- We are passionate about **transparency and ethics.**
- Our mission is to **help people to flourish** by being good to themselves, their community, and the planet.

When you **own an Arbonne business** you get to:

- Own your own online business with a **low start-up cost**.
- Work this business **alongside any busy lifestyle**.
- Be a brand ambassador and **share the products you love**
- **Help others** empower themselves with sustainable healthy habits.
- **Have the option to build a team**, but are not required to do so.
- **Build locally or build a global**, online business if you choose (So far we are in: US, CA, UK, PL, AU and NZ)
- **Earn extra rewards** and incentive trips based on your sales.
- **Earn commission** on your sales without minimums or maximums
- **Earn an additional percentage** on team sales when you choose to build a team

To see what it typical, go to earnings.arbonne.com

Our products are:

- Formulated with **plant-based** ingredients, **clean standards** and a strict ingredient policy which **bans over 2,000** ingredients.
- Certified **cruelty-free, vegan, gluten-free**, and have earned many other certifications and awards.
- Backed with a **90-day money back** guarantee.
- Products that **we all use every day**
- **Skincare, Nutrition**, Hair care, Body Care, Makeup, Baby Care

*An aside for those like me who may want to start an Arbonne business: Our products are consumable, which means **we have the opportunity to build long term relationships** with our clients, **be a part of positive transformation**, and **grow our client base over time**. How many times have we had to restock our makeup, skincare, nutrition or bath and body products? **When you help your clients switch their brand, they are restocking with you.**

Did you know:

Side hustles have become the norm. Most people are looking for ways to earn extra money, be their own boss, and experience the feeling of being an entrepreneur.

Social businesses are growing. Consumers trust recommendations from people they know. Social media helps expand how many people you are connected to. We are already sharing things We love with people. We have a way to turn socializing into an earnings opportunity. The social marketing industry also cuts out the advertising industry and retailers, which means reduced overhead and no high priced celebrities. Those saved dollars are redirected to consumer savings and higher rewards for people like me who are sharing the products with others.

Global wellness is booming. This is an industry that continues to grow. People value clean products that support beauty, nutrition, and weight management solutions.

WHY ARBONNE? *(optional)*

This may take up the least amount of room on this presentation, but this is one of the most important points, especially if you are looking for another stream of income to add to your household. According to basic business education in Universities all over the world, a business needs at least one of these to be viable, and the more the better, an Arbonne business has all four.

Consumable Products: means that as I am talking with you now, someone just ran out of protein powder, diaper rash cream or mascara. But they didn't call me to re-order. They simply went online and ordered what they needed.

Marketplace Demand: Our target market is anyone with skin or a mouth. Anyone can benefit from our products or our business.

Timing and Trends: Arbonne fits into this category in so many ways. First, Arbonne's ingredient policy is on trend. People are paying attention to what's in their products and, more importantly, what is not. The younger generation are vigilant about purchasing from companies that are environmentally and socially impactful, and as I mentioned earlier, we are a top rated B corporation. Also, Arbonne is a global and mobile. Brick and mortar is becoming a thing of the past. However, while people prefer to click and order, they crave connection and personal service. Arbonne checks all the boxes.

The Ability to Leverage Your Time: Just like a franchise, by utilizing systems that streamline our efforts, we can build a devoted client base that continues to order over time. We are also rewarded by Arbonne for training others to do the same. Both of these are examples of time leveraging.

Now, we have talked about how incredible these products and this business are, you may be wondering **how we actually earn** money?

First is a weekly commission check: You sell something, you earn commission. (Example: If you help 4 people get started with 30 Days to Healthy Living Nutrition Program as Preferred Clients this week, you will earn around \$200 in commissions paid the next week.)

The second way to earn is with team sales volume: Building a team is optional, and 100% worth it in my experience. When your team makes sales, not only do they get their weekly commission check, you get a monthly check based on team sales volume, because you built and were part of training that team.

The third way to earn is cash awards: These can be earned at every level based on sales performance. Examples are Sustainability Award which can be earned in your first 6 months at the very first management level and can be as much as \$2500 in addition to your commissions, and the Mercedes Benz Cash Award at the third level of management.

As always, you can find more info at earnings.arbonne.com.

There are 4 ways you can get your products from Arbonne:

1. You can **order one or two products** today to try us out, and I will give you a coupon code for 10% off your products and reduced shipping. Don't forget we have a 90 day money back guarantee.
2. **You can join as a Preferred Client** for \$29 and receive 20% off products for a full year, free shipping on all orders \$150 SRP, and unlimited opportunities for free products.

3. You can start your own business as an Independent Consultant for only \$99 and receive a full sized product as a gift with your registration, your own personalized e-commerce website, lifelong training and mentorship, and a positive, supportive community. There are NO purchase requirements, NO inventory requirements, minimal overhead, and a whole lot of tax deductions you should ask your accountant about.

4. If you are on the fence, on a tight budget, or want everything in the catalogue, **you can host a fun get together** with you and 2 friends or with a larger group. You can do this either online with zoom, on social media in posts, in a message group, or in-person with a **pampering skincare experience**, a **fizz cocktail social**, or a **Healthy Happy Hour**. Your guests will leave feeling loved and cared for and you will earn rewards!

This concludes our discover Arbonne presentation. Thank your guests for listening, and follow the closing procedure that best fits your situation:

Closing a Presentation:

1. **When in a group setting , set up a private space to take orders or if online, create a message group with each guest and the host:** Often, when people have questions about skincare or weight loss they prefer privacy.
2. **ASK, “What did you like best about what I shared with you?”**
Listen! You’ll know quickly where their interests lie. This is an opportunity to fill their need with products or the business.
3. **Create their recommended cart:** Ask whether they would like to shop at a discount or share the product with friends and earn extra money when they purchase. Include the preferred client or Independent consultant sign up according to their preference. For orders under 150 do not add a membership, use Arbonne 10.

SELF-CARE REFLECTION: The art of paying attention to YOU and your physical, social/emotional, and mental well-being needs.

We are going to take a brief personal inventory on our self-care practices so that we can enter into the new year with a renewed sense of positivity and confidence. We will focus on 2 main areas: Mental Well-Being and Physical Well-Being

For each question, jot down a 1, 2, or 3 next to the question. Be sure to write your name at the top of the page, along with your phone number and email address to make it easy on your host.

Using a scale of 1 - 3, please rate yourself on the following components of your Mental Health & Well-being.

1 means “I need help”

2 means “Not too bad but could be better”

3 means “I am doing great”

Stress

Mood

Focus

Energy

Mindfulness

Self-Care Practices

Community

Using a scale of 1 - 3, please rate yourself on the following components of your Physical Health & Well-being.

1 means “I need help”

2 means “Not too bad but could be better”

3 means “I am doing great”

Digestion

Sleep

Movement

Energy

Pain

Immunity

Self-Care Practices

- 4. Follow up:** Tell your guest to let you know as soon as they place their order, and then that you will be following up on the order in 3-5 days to be sure they received it. Ask whether they prefer text or email.
- 5.** After their order has placed, ASK, "**On a scale of 1-10, 1 being "no way y'all are weirdos" and an 10 being, "sign me up right now" how curious are you about earning extra money with Arbonne?"** If the answer is anything over a 5, set up a Q&A with your up-line coach and yourself within 48 hours of that time. Anything other than 1, be sure to invite them to more events and continue to nurture the relationship.
- 6. Ask for referrals or for them to host:** Let them know they can earn rewards for a referral, a "You plus 2 Get Together" or a workshop for a group of friends. Have a calendar handy to book your dates immediately.

*This presentation was created by independent consultants.
There are no guarantees. Results vary are are dependent on effort.
To see what is typical, visit earnings.arbonne.com.*