

Hi! I'm Claire Risoli, and I am based out of Los Angeles. It was almost 14 years ago that Arbonne landed in my lap. And it's funny because I was hardly in the market for products, but I was definitely in the market for change. More on that in a minute.

**FOR LAUNCH:**

***Thank you so much for taking time out of your day to join us. I know some of you are here because you are curious about our products, some of you a little intrigued by the biz and probably all of you are here, just to be supportive. Thank you so much. I want to welcome \_\_\_\_\_ to our team today.***

***It's inspiring to see people take a step toward something new, whether it's building an additional stream of income, creating more freedom, or simply saying yes to possibilities they didn't see before.***

***I've learned that building something like this isn't about being a salesperson—it's about showing up, sharing what works, and creating a ripple effect. Watching others change the set of their sails and steer toward a different trajectory is the most fulfilling part of what I do. Arbonne is a company whose story needs to be told so essentially, people like \_\_\_\_\_ and I are the STORYTELLERS***

When I was first introduced to Arbonne by an acquaintance who really I looked up to and respected—I was working in Latino marketing as a freelance producer. I was also a new mom. I was so burnt out. Exhausted. But wanted the best of both worlds: a thriving career and the ability to be a present parent.

At first, I thought, "This isn't me." But as I tried the products—starting with the skincare and then plant based nutrition—I realized how much they could improve my health and help me build healthier habits at home. Even though I was full of skepticism, I was also so full of hope. I jumped in and became a student of this profession.

Now, 14 years later, Arbonne has completely changed my life. It's given me the time, resources, and freedom to have both a thriving career and be there for my family, while diversifying my income and achieving my dreams. Arbonne was not my dream but it has funded my dreams. Home ownership, a restaurant, a diversified financial portfolio.

But, full transparency, I kind of scoffed at the business. Like, the products are cool, yes, but I thought, I am way too fabulous for the business. Well, my ego is not my amigo. But I obviously got over myself, since here I am sharing with you all today.

So,

Let's talk about it: T-A-C-O. Sorry, I couldn't resist... I also owned a Mexican Restaurant and now Catering Company.

**\*\*T is for timing.\*\***

I once read the sweetest thing. It was a conversation between a mom and a daughter. The daughter asked the mom, \*What would you buy, Mom, if you had all the money in the world?\* And the mom said one word: \*Time.\* She said, \*I would buy time.\*

So, what if you could leverage your time? That's what this business and industry allow for. I have to share some timing facts with you:

- Over 90% of commerce is done online. Raise your hand if you shopped at Amazon or anywhere else today or yesterday. My groceries were delivered today, and I'm so grateful for stuff like that.
- The e-commerce market is worth \$6 trillion
- The wellness market is worth \$5.8 trillion

Hello, enter Arbonne—it's like wellness Amazon!

**\*\*A is for align.\*\***

Why would you align yourself with Arbonne? Why would you align yourself with this company we're all so excited about? Let me count the ways.

- Arbonne's been around for almost 45 years. We have not only withstood the test of time but we've also had the time to really perfect what it is that we do!
- we are currently in 6 markets: US, UK, Canada, Australia, Poland and New Zealand with plans for continued global expansion over the next few years
- We are a Certified B Corp. Instead of going public, we're going PURPOSE.

That's what a B Corp is about.

- Trying to remember all the harmful ingredients in products out there feels like a full-time job.

Our mission at Arbonne is to make you feel so confident in your daily routine that you can be on autopilot. Whether it's the soap you use in the shower or the

makeup you might sweep on your face for a date night, we want you to feel comfortable and confident that it's healthy for you—not harmful.

That's Arbonne

**\*\*C is for compensation.\*\***

You guys, results are not typical—it's like the gym. The truth? I didn't go there today. But sometimes when I do, I look at all the people with these, tight bods, and I'm like, \*How'd they do that?\* Oh, they showed up.

Network marketing is the same thing. We all know our Aunt Rosario from Rancho Cucamonga who tried it once, and then it didn't work. Let's be real, most people don't do anything with the thing they signed up for. It's like this: \*If you work it, it works.

Let's pretend Arbonne is like high school. There are only four levels, if you're concerned about the compensation plan. You can visit [[earnings.arbonne.com](http://earnings.arbonne.com)] for what's typical. But I'm not typical—and neither are my dreams nor my work ethic.

If you want to know how to earn at each of the four levels, we will teach you!

- **\*\*Freshman:\*\*** Earn about \$200 to \$1,000 a month. Pretty cool. Would you turn down an extra \$1,000 a month?
- **\*\*Sophomore:\*\*** Earn anywhere from \$1,000 to \$3,500 a month. And, how cool is this? Your business at this level is WILLABLE! Now, that's some serious adulting.
- **\*\*Junior:\*\*** Make, like, \$4,000 to \$8,000 a month—again, all at your own pace, this is efforts based.
- **\*\*Senior:\*\*** Put it this way: When you're a senior in Arbonne, your family is taken care of. And you are helping a lot more people change their lives too.

So, talking about Arbonne:

- **\*\*T was for timing.\*\***
- **\*\*A was for align.\*\***
- **\*\*C was for compensation.\*\***

**\*\*O is for observations.\*\***

Just a few. We love recommendations from people—

The truth is, we do network marketing every day. Sales is service. Sales is love. If I have something that can improve someone's life, I am doing them a disservice if I don't share it.

What if this could help you create some financial breathing room, build confidence, all while having fun with an uplifting community of high caliber humans?!

We get paid every Tuesday.

What if it could go towards:

- Groceries
- Car payment
- Credit card debt
- Student loans
- Investments
- Kids sports or school trips
- Extra date nights for you and your partner
- Travel
- An unexpected vet bill

The list could go on and on.

***Launch closing verbiage:***

***When people hear this information they tend to see themselves in one of 3 categories:***

***CONNECTOR- Think of 1 or 2 people who you can connect \_\_\_\_\_ with***

***CLIENT- Friends don't let friends shop retail, loyalty membership \$29/yr, shop at 20% off, lots of perks like free gifts and free shipping with qualifying orders***

***CONSULTANT- \$65/yr, build a biz, attached to the comp plan, the sky is the limit***

It's a customizable career path. Just don't make change so complicated, I guess, I want to wrap it up with this.

***\*\* Just begin. \*\****

Thank you for your time. I hope you leave some room in your heart for the unimaginable.