

Arbonne

**HEALTHY LIVING
INSIDE & OUT**

WHAT TO BRING TO YOUR PRESENTATION

Display Table

- GreenSynergy Elixir
- Energy Fizz Sticks
- Meal Replacement Shake
- DetoX Tea
- DermResults Advanced 5-Step Set
- Foundations & Skin Tint (display one, but keep the rest at the close table)
- 1-2 of your favorite Products to share (i.e. Primer, Bioticsticks, etc.)



Sampling

- Fizz Flight • Optional:
- Fizz samples and GreenSynergy (optional) to sample
- Protein bites
- Cotton Pads, spatulas, and a hand towel to try the skincare on the back of their hands
- Clipboards & pens
- Laminated before & after and clinical results to pass around
- Order forms, Client Profile Cards, Catalogs & Current free product lists (Recommend HOLDING UNTIL the end)



Hosting

- A few free products of your choice For Potential Hosts
- Your Open Dates ready for booking
- Booking game supplies

As guests enter, this is your chance to get to know them. Have the guest come to the sink, and try the cleansing balm on the back of their hand. You will talk about the products during the presentation. Questions to ask at the sink: ask about Family, Occupation, or Recreation (what they like to do for fun).

WELCOME AND MY STORY

Welcome everyone! Thank you _____ so much for hosting tonight. Here is your *free gift I promised you just for getting a few friends together. (*This gift is optional.)

I'm so glad you are here! I'm so excited to be with you, here are some things I am going to share...

1. More about Arbonne, who we are and our standards.
2. About our two flagship product lines: 30 Days to Healthy Living and our amazing skin care line.
3. How you can purchase the products you are most interested in at a great discount.
4. How you can be a part of Arbonne as an Independent Consultant and earn a great income alongside your busy life. But first, let me tell you a little bit about me.

(Share your story and if you are new, share the story of your upline VP. (This should only take about 3 mins).

Sharing tips:

1. How were you introduced to Arbonne?
2. What your initial hesitations were
3. Why you eventually said yes
4. What Arbonne has and is going to do for you and what you have seen it do for others. If you are new make sure to share the story of your upline.

Why CHOOSE ARBONNE?

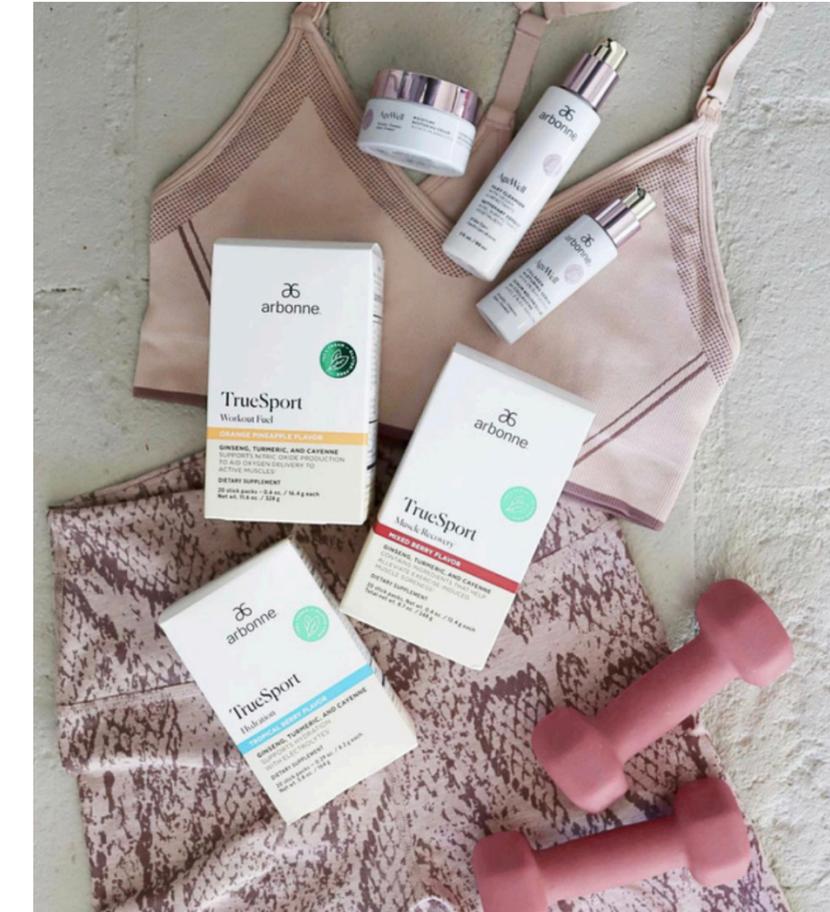
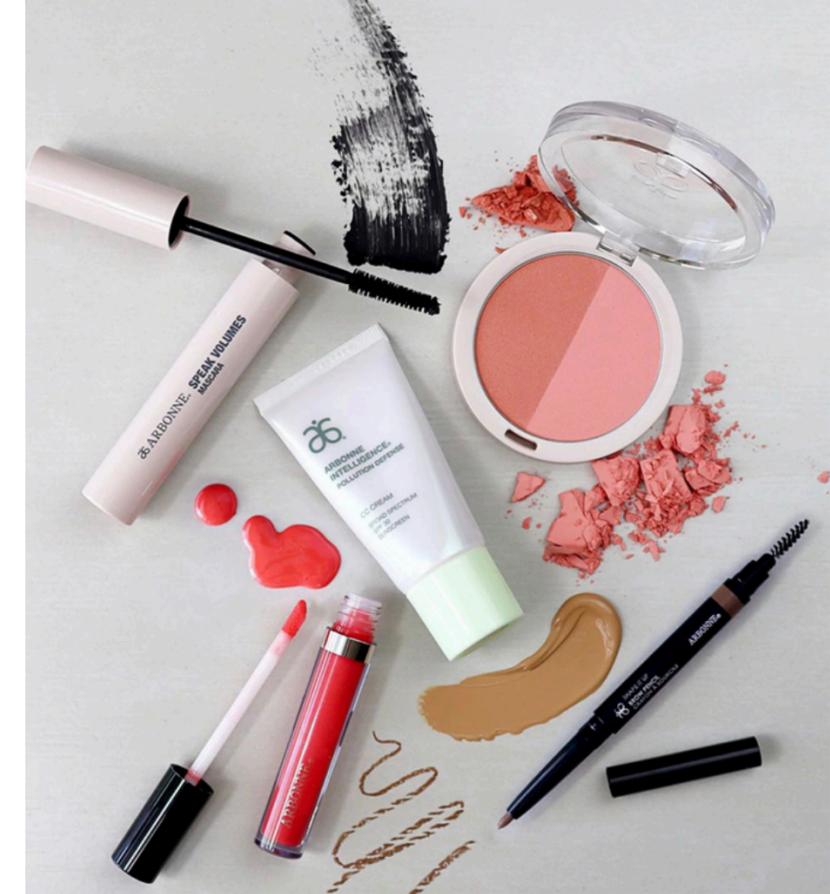


- Arbonne has been clean since since 1980 (over 45 years).
- Long before people were even using the word “clean” to describe non-toxic ingredients, Arbonne was formulating products that were pure, safe and beneficial.
- Arbonne has a very strict ingredient policy.
- The EU bans about 1,600 ingredients, and the US only 14. We have a “Not Allowed” list of more than 2,000 ingredients that are not allowed in our products.
- Ingredients such as mineral oil, parabans, phthalates, articial dyes ,chemical fragrances, artificial colors/flavors and sweeteners. We are certified non-GMO, gluten free, vegan, and we do not use animal products or by-products!
- We are the number one wellness brand with a B Corp certification, which means we are ethically bound to balance people and planet, not just profit.
- 90 Day Money Back Guarantee

Wide RANGE OF PRODUCTS

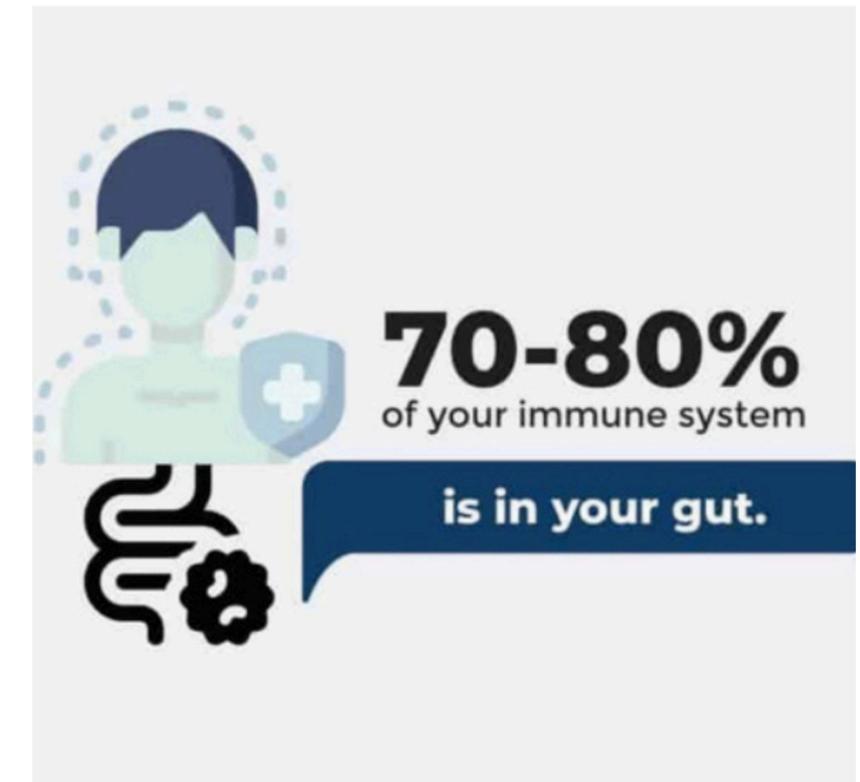
We are healthy living inside and out,
and have products for all of your
needs.

All of our formulas are proprietary.
There are no “dupes” for Arbonne.



Why GUT HEALTH

- Let's talk about overall gut health.
- According to the National Center for Biotechnology Information (NCBI): 70-80% of your immune system is in your gut.
- Our nutrition sets will help you reduce bloating, have glowing skin, reset your gut, weight management, and much more.



2030	\$89.9b
2028	\$71.87b
2026	\$61b
2024	\$51.87b
2022	\$44.18b
2020	\$37.7b

Source: grandviewresearch.com

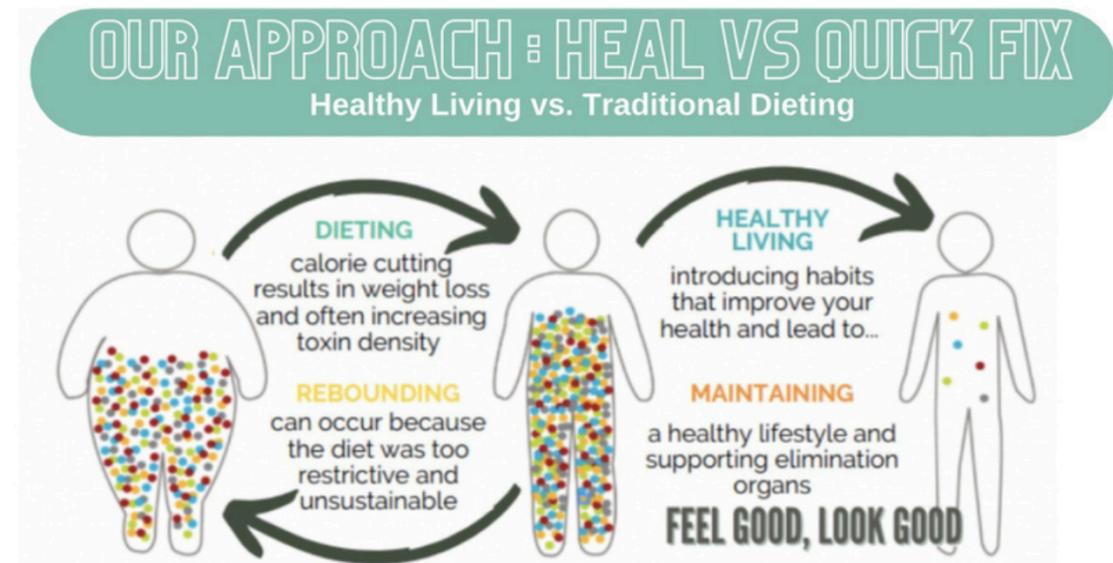


Quick Fact: Do you know the Gut Health Industry Market size is predicted to increase to **\$89.9 billion** by 2030 from **\$44.4 billion** in 2022? And the year 2022 has seen the highest rise in gut health consciousness by **52%**

Source: NCBI

30 Days to **HEALTHY LIVING**

- Now, let's talk about Arbonne's very popular 30 Days to Healthy Living program. It's a jump start to a healthy lifestyle.
- The program will reveal foods that are sabotaging your health. We will teach you to remove foods that may not be serving your body like gluten, dairy, soy, & refined sugars. You will get recipes to swap them out with healthier alternatives.
- We will reprogram your body to efficiently remove toxins, reduce food cravings and renew your skin! Our products support your detoxifying organs. This allows your body to function properly.
- This is not a fad diet. There are no points or counting calories, fat grams, etc. It is a sustainable way of living healthy.
- The program will help you balance your blood sugar to reduce cravings.
- Common thinking is if you lose weight, you will get healthy. the truth is that if we take care of our health, our weight will take care of itself. You cannot out exercise a bad diet.



- ***Feel free to hold up a print out of this picture when you are going over this part of the script so people can see the visual!***
- In traditional dieting, we cut calories and that results in weight loss, however, this may increase toxin density. While we may have gotten smaller, the same amount of toxins remain. As toxins accumulate in your system, most people experience fatigue, memory difficulties, sleep impairment, eczema (and other inflammatory conditions like gout), depression, or "brain fog."
- Traditional dieting also often leads to rebounding because the diet was too restrictive and unsustainable.
- Healthy living is introducing habits that improve your health that leads to maintaining a healthy sustainable lifestyle while supporting the elimination organs.

Experience

- Lose or Manage Weight
- Leaner Physique
- Increased energy
- Increased focus
- Better sleep
- Improved Skin Appearance
- Support Healthy Gut function
- Real Results

Essential Meal **PROTEIN**

- 25g of vegan protein from 5 sources
- Pea, hemp seed, pumpkin seed, quinoa, and rice to fuel your body and satisfy hunger.
- Replace 1 meal per day to maintain, 2 to lose weight
- Healthy fat from avocado oil (only shake on market with it)
- It has a complete amino-acid profile for lean muscle building and is certified low glycemic index
- Choose Vanilla, Chocolate, or Coffee



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3-in-1 Product

GREEN SYNERGY ELIXIR

Everyone needs this, and you are going to want to drink this every day, because it has an amazing citrus taste! It's 3 products in one.

(optional: take a shot together now)

- **Collagen Builder (Vegan)**
 - Vitamin C, hyaluronic acid, biotin. This helps your body build your OWN collagen.
- **Gut Health/Support**
 - 13 key digestive enzymes with prebiotics and 3 Billion CFU of Bacillus coagulans probiotics. Breaks down carbs, fats, & proteins.
- **Greens Superfoods**
 - Phytonutrient blend from whole foods.
 - 12 key fruits and veggies including kale, broccoli, spinach and spirulina, so you can get the greens you need in your diet!



Experience

- Better digestion
- Reduced bloating
- A balanced healthy gut leading to a healthier immune system

Ginseng ENERGY FIZZ

- A great replacement for coffee, soda, and unhealthy energy drinks!
- Contain antioxidants, ginseng and B vitamins
- Boost energy levels (natural energy from green tea and guarana)
- Enhance cognitive and physical performance and endurance, boosts metabolism
- Ginseng root, CoQ10, Chromium, and B Vitamin (Riboflavin and Niacin)

CleanTox DETOX TEA

- Mild, caffeine-free tea
- Includes 9 botanicals like milk thistle that support the liver and kidneys, soothes and calms the stomach, and supports the maintenance of good health.
- This will play an important role in supporting your elimination organs.
- Drink it hot or cold. You can also mix it with a fizz and make a “tizzy”



Experience

- Energy boost, focus
- Enhanced Cognitive Performance
- Enhance Physical performance/endurance
- Metabolize Carbs, Fats & Proteins



Experience

- Soothed stomach
- Calm stomach
- Toxin elimination

30 Days to **HEALTHY LIVING**

I love that our products are the real hero of the program.
Here is what you get when you jump in and say yes to a total body reset.

- 30 Days of nutrition and meal replacement where your day would consist of 1-2 protein shakes, 1 green drink, swap your drinks with fizz/detox tea, and a clean healthy dinner.
- Daily support and a private support group with accountability, education, encouragement, weekly meal plans, shopping lists and so much more!

Start with the 30 Day Reset & Receive
(2) Bags of Protein, (1) box of GreenSynergy, (1) box of Energy Fizz,
and (2) boxes of CleanTox Tea

Daily Essentials **GUT RESET**

Not ready for a full 30 Day reset? We also have a 30 day Essentials Bundle.

- Reset your gut, increase energy, protein, nutrition, collagen & phytonutrients

Jump in with our Daily Essentials Gut Reset & Receive
(hold up these products when you mention them)
(1) Bag Protein, (1) GreenSynergy, and (1) Energy Fizz



DermResults **ADVANCED**

- What you put on your skin, absorbs into bloodstream, remember we do not include mineral oil, animal products/by-products, and are vegan with no fillers!
- Combat signs of aging with intense hydration.
- Clinically studied to improve fine lines, wrinkles, loss of volume, elasticity and rough texture
- Exclusive 3- TIER hyaluronic acid complex (builds up moisture reserve within and fortifies skin's moisture barrier).
- Clinically Tested DermResults Advanced Results: (after 4 weeks, using twice a day)

Pass each product around & have your guests try it on the back of their hand. Show them the difference by comparing hands.



Cleansing Balm

- **2-in-1 cleansing facial balm and makeup remover** melts onto the skin and turns into a milky cleanser.
- The **oil in it attracts oil from skin**. Cleansing balms are really trending in high-end skincare lines.



Toning Essence

- Mineral-infused, toning essence **preps, tones, balances, soothes and delivers essential hydration** to the skin.
- Water is not pH correct, so after we cleanse we need to use the toner to correct that.



Serum

- This Super Hero serum features our exclusive **multi-tier molecular weight Hyaluronic Acid Complex**.
- It infuses skin with **moisture** and **supports collagen**.



Eye Cream

- Clinically tested ingredients to help **reduce fine lines, wrinkles and more**. A combination of **Hyaluronic Acid**
- Helps get ride of **dark circles and puffiness!**



Moisturizer

- **SMART moisturizer** it adjusts to your skin's needs day and night. It **builds up your moisture reserves and fortifies the skin**.
- This will leave your skin feeling hydrated!

Other **FAVORITES**

If time allows, share 1-2 of your favorite products.

No matter how you get started, we will match your foundation and skin tint before you leave.

We also have clean, vegan makeup that is beauty with benefits. You will definitely want to add in our foundation and skin tints.

They feature:

- Hyaluronic Acid to support hydration
- Peptides to smooth appearance of fine lines, wrinkles
- Vitamins B3, C and E to support skin radiance
- Lipid Ceramide to support smooth finish



1

Makeup

Vegan Make Up, Beauty with Benefits

2

Body Care

Firming, Moisturizing, Exfoliating

3

Workout Fuel

Pre & Post Workout, Hydration

4

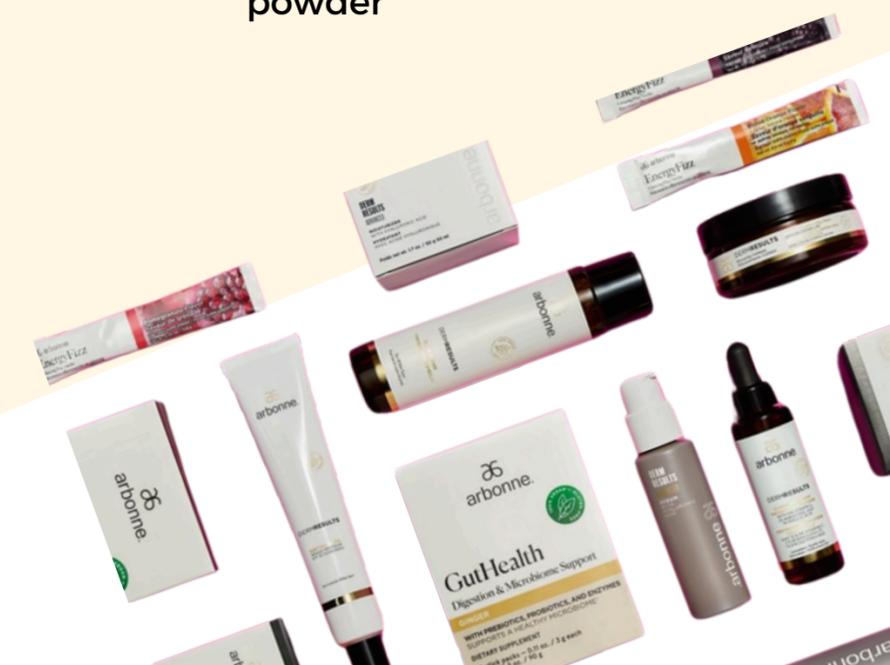
Hair Care

Shampoo/Conditioner, Mask, Oil, Apple Vinegar Rinse

5

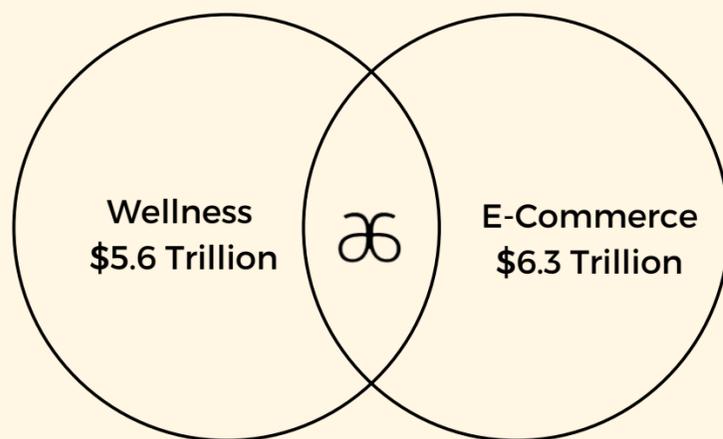
Mind, Sleep, Defense

Supplement for focus, Vegan Melatonin, Adaptogenic De-Stress powder, mushroom powder



Why Arbonne **WHY NOW?**

I know we talked a lot about products, now I want to share why I love being a consultant.



- Arbonne intersects with the \$5.6 trillion wellness industry, & the \$6.3 trillion E-Commerce industry.
- The Energy Drink business is \$18.5 Billion in U.S. & \$191 Billion Globally.
- Help people with their health & wellness by swapping out products with a better alternative
- Help others build another source of income as a Consultant.
- Build an online business from anywhere. We are open in US, CA, UK, NZ, AUS, and Poland
- There people from every kind of profession from medicine, fitness, teaching, business owners, law, you name it!

The **OPPORTUNITY**

Get paid weekly & monthly.

Get all 4 pay raises in 2025 for 20% less.

There are no limits to what you can earn.

You can also earn trips and other incentives.

As I say these amounts, ask yourself...what could I do with this much extra per month/year?

DISTRICT MANAGER

\$234 PER MONTH OR \$2,779 PER YEAR
A CAR PAYMENT, KID'S DANCE/SPORTS, SAVE MONEY FOR VACATIONS

AREA MANAGER

\$1,165 PER MONTH \$13,976 PER YEAR
BUSINESS IS WILLABLE
CHIP AWAY AT DEBT, START SAVING, MORTGAGE



REGIONAL VICE PRESIDENT

\$4,467 PER MONTH OR \$53,598 PER YEAR
MERCEDES BENZ ACHIEVEMENT AWARD
MANY PEOPLE CHOOSE TO WALK AWAY FROM THEIR JOBS OR GO PART TIME.



NATIONAL VICE PRESIDENT

\$16,140 PER MONTH OR \$193,680 PER YEAR
THIS IS LIFE CHANGING INCOME

VISIT EARNINGS.ARBONNE.COM

3 Ways to Win with **ARBONNE**

01 PREFERRED CLIENT

- Become a Preferred Client & receive 20%-30% off today & all year.
- It's just \$29, similar to a Costco membership, and you can enjoy the benefits right away!
- Qualify for Free Shipping & a Free Product
- The different sets you will see are the most popular sets and savings you will receive as a Preferred Client!
- Register with ReplenishMe, and pick a Free Product and Free Gift with just a \$150 srp order. You can get a \$50 voucher after (4) orders! This is the best value option!
- We also love helping people customize their own sets/orders.

02 CONNECTOR

(Play a booking game or do a giveaway. Tell them what they will be receiving for booking a date tonight!)

- I would love to come share with your firends and family! I will bring the protein treats, fizz, and fun!
- You will get _____ & and extra 35%-50% discount. Give your host another gift if 2 people book.
- I will make it fun, and do some giveaways! Play booking game here.

03 CONSULTANT

- It's just \$65 to become a consultant.
- Get a 35%-45% discount
- It is so rewarding! Less than 1% brand awareness in US.
- What would you do with more time or money?

BEFORE YOU GO TO THE CLOSE TABLE

- Pass out the close sheet, tell them these are some popular packages, but you can create whatever it is they need to swap or restock.
- 90 Day Money Back Guarantee, no risk!
- Do a drawing for everyone who filled out the client profile card.
- Tell everyone you are going the table where are you set up to help them individually.
- Ask who is in a hurry and you will help them first!
- Go sit at the table.
- They can pick their foundation when they are there.

Wrap up at the **CLOSE TABLE**

01 Help them place their order

- HELP THEM PLACE THEIR ORDER
- “What option are you thinking about?”
- Are you looking at becoming a Preferred Client or Consultant?
- Look at their special sheet to see what they have circled and make suggestions based on what they need.
- Is your biggest concern your skin or health/wellness or both? (don't be afraid to pause for their response).
- Go through the best option and discount for them. If their order is \$150 srp, suggest ReplenishMe, so they can get a free product. They can pause, cancel or adjust it for every 30,60, or 90 days.

03 Opportunity - Becoming a Consultant

- If they checked that they would like to become a consultant, go ahead and get them registered, and set their kick-off dates. Set up a time to get them started the next day.
- If they checked they want more information, or are open to it. Schedule a party with them, and a time to chat with them in the next two days.
- If they didn't check anything for business, say something like, “I would love to grab coffee with you and get to know you better, and also share a little bit more about this business. I could see you doing really well (be genuine), and I think you would be amazing at this! Would you be up for getting together?” If yes, book a time.
- If “NO” say “I totally understand. I'm so grateful you came tonight, and I had the chance to meet you! Would you be up for connecting on social media? I'd love to stay in touch!” Go follow them on IG and FB. Add them to your client group..

02 Booking - Being a Connector

- Ask: “Would you consider getting 3-4 friends together so I can come share these products with them? You would get some great deals!
- If they say “yes” ...“I'm so excited for you to get your free gift and for you to get even more products at an awesome discount.
- Get out your calendar: “Which is best for you: weekends or weekdays?” Continue to give 2 date options until you land on one.