

Arbonne Healthy Living Inside & Out Master Script

Welcome & Thank Everyone

- Go ahead and fill out the Profile Sheet real fast if you haven't already, as that will help me to better serve you at the end!

Ice Breaker

- Before I tell you a little bit about me, I want to find out more about you! Since we're going to be talking about wellness tonight, if you could change or improve one thing about your skin or your health, what would it be?

Tell Your "Why Story"

- Practice this with your sponsor first! Be relatable, passionate, excited, & genuine.
- Tonight, I want to teach you how to take better care of your body by using better, safer products for yourself and your family. I'll teach you how to get them at a great discount, as well as how you can even shop in your own store and turn an expense into an income (that also comes with some great tax deductions)! I am also looking to teach people how to do what I do with this business. I know some of you here came to learn just about the products, but others of you are just like I was- looking to create more choices for yourself and your family. As you watch what I do and see how simple it is, please feel free to ask questions!

A Few More Questions For You Before We Get Started:

1. Why do you buy the products you buy? Think of everything you put IN or ON your body. Is it because of advertising, personal preference, or you don't know?
2. Do you trust every company you buy personal care or nutrition products from? And do you know what ingredients are in those products?
3. As I talk more, can you think of 5-10 people who would want to know more about this information? If so, write down their names on your profile sheet. I will have a gift for you at the end if you do, but it will be your list to keep. :)

The Arbonne Advantage

- Arbonne has been a pioneer in the health & wellness field since 1980....almost 40 years! We were green & vegan before it was popular or a "buzz word." Arbonne's standards have always been Pure, Safe & Beneficial, and the company is unique because it follows European Standards. This means our products are ultra premium, third party tested, and the best quality you can find! Europe has banned about 1300 chemicals in personal care products and cosmetics; the US has only banned less than 20!
- We are a global company and are currently in the US, Canada, Australia, the UK, Poland, New Zealand, and Taiwan, and we will continue to expand which is so exciting!

- Arbonne truly offers the BEST products you can find for the whole family and is a one stop-one shop when it comes personal care, cosmetics, skin care and nutrition. We have over 400 products for everyone, no matter age, gender, or background.

The Arbonne Product Difference:

- **Botanically Based:** Formulated with botanical & essential oils, not mineral oil
- **pH correct:** Keeps your skin's natural acid mantle layer & protects against bacteria
- **Dermatologist tested:** Different standard and better than just "recommended"
- **Hypoallergenic:** Arbonne has the lowest allergic reaction rates in the U.S.
- **Never tested on animals** since 1980. No need to do when using pure ingredients
- **Vegan certified:** No animal products or bi-products. Arbonne doesn't use fillers/ ingredients from rendered animals. It's not only gross, but harmful to our health to do so with known carcinogens in animal bi-products
- **No artificial dyes, fragrances, sweeteners, or flavors**
- **Parben and Phthalate free:** mimic female hormone estrogen
- **Gluten, Dairy, & Soy Free**

Do you ever think about WHAT you are putting on your skin? We need to! Our skin is porous and our body's largest organ. Have you ever used a birth control patch, medicine patch or nicotine patch? You put them on your skin and they ABSORB into your body. Anything that goes onto the skin is absorbed and traces can be found in every organ in less than a minute.

The Revolution in Healthy-Aging Skin Care: RE9 Advanced

(Only cover in detail if focusing on Skin Care)

90% of the damage to our skin is within our control. Not only will this anti aging line provide amazing results, but you will not compromise your internal health with harmful ingredients. It is clean AND effective!

These are the simple steps to Arbonne's Re9 Healthy-Aging Line! It has vacuum metered pumps so that you use just enough & get it all out! It takes less than 2 minutes to take care of the only skin you will ever have! It works best as a set & each product will last at least 4 mos.

- **Smoothing Facial Cleanser:** cleanses and hydrates your skin leaving it silky soft. I love that the cleanser removes all my makeup.
- **Regenerating Toner:** corrects your pH after rinsing your face with water so it can retain more moisture. It also visibly firms, tones and smooths the skin's surface.
- **Intensive Facial Serum:** Increases your cell turnover rate, giving you a natural glow while providing antioxidants to protect against free radicals, slowing down the aging process.
- **Eye Cream:** reduces puffiness, fine lines, wrinkles and dark circles
- **Day Cream/Night Cream:** They have totally different purposes. The day cream hydrates to reduce the appearance of fine lines and wrinkles while the night cream repairs damage

to our skin & protects against water loss while we sleep.

Day Cream=protector with SPF20 Night Cream=corrector

- **Genius Nightly Resurfacing Pads:** These little magic eraser pads were added to the set to give even better results and are a plant based version of Retin A. They gently resurface your skin while you sleep and help to diminish wrinkles, age spots, dark spots, uneven skin tone, and minimize pore size. This complete set lasts 4-6 months AND you do NOT have to be on auto ship! I will tell you in a bit how to get this entire set at 40-50% off!

Arbonne's Nutrition

Ok, let's switch gears a bit and talk nutrition. I am going to now go over our 30 Days to Healthy Living and Beyond Program and each of the products that we recommend. I'll also briefly explain why each product serves a purpose.

*can insert your testimony here (no more than 2 minutes)

This program helps overcome 3 Issues with Health & Wellness we have in this country:

1. Healthcare Industry

- We are reactive instead of proactive
- Treatment is expensive and only a temporary solution vs. Prevention which is inexpensive and keeps you healthy for the long term!

2. Weight-Loss Industry

- Fad diets just take out a major nutrient and usually deprive the body of a sufficient amount of calories. Philosophy is to lose weight quickly leading to rapid weight gain for repeat sales (yoyo dieting).
- This program doesn't deprive the body of what it needs. It deprives the body of what it doesn't want & teaches people how to be healthy for life so that the weight stays off.

3. Food Industry

- People eat addictive foods such as sugar, high fructose corn syrup, fast foods, GMOs, etc... for repeat sales within the food industry. Many of these foods produce high toxicity and acidity in the body.
- Ingredients are less expensive but it ends up costing you a lot in the end, including your health!
- We teach people how to eat real food & the program is simple! Many people have given up their health for convenience - Arbonne helps us to have both health & convenience.

GOALS of the 30 Days to Healthy Living & What sets us apart from other programs

(Only cover in detail if focusing on Nutrition)

1. DECREASE INTAKE OF ARTIFICIAL, ALLERGENIC & ACIDIC FOODS (TOXINS)

- What happens with the drain gets clogged in a bathtub but the water keeps flowing? It overflows, right? Similarly, when toxins increase in your body (think of all of the junk we consume in an American diet that we were never meant to eat, as well as everything we're exposed to environmentally in our food, water, air, etc), your body stores them in

fat, which acts like bubble wrap for toxins to keep these things as far away as possible from your vital organs!

- Our body's detoxifiers (kidney, liver, lungs, colon, & skin) can only do so much
- In this program, we greatly reduce the flow of toxins for 30 days so your body can begin to heal. We eliminate things like refined sugar, artificial sweeteners, processed foods, dairy, whey, soy, gluten, coffee and alcohol.
- Then we replace these artificial, allergenic, and acidic foods with healthier alternatives.

2. IMPROVE ELIMINATION OF TOXINS

- Because Toxins are stored in fat cells, it's difficult to keep weight off unless you actually decrease the toxic build up in your body and support your elimination organs
- Did you know we can hold up to 25 lbs of waste in our intestines?
- We have several products that help with this!
- **The 7 Day Cleanse** and **Detox Tea** help the body to release these toxins gently and are especially good for your liver, kidneys, and bladder. The tea contains herbs such as Milk Thistle, Dandelion, & Peppermint, just to name a few!
- **Fiber Boost** along with consuming more fruits and vegetables act like a scrub brush for your GI tract, and they also help you feel fuller, longer!

3. INCREASE NUTRITION INTAKE/ABSORPTION

- Did you know that it's not always what you eat but rather what you absorb that matters? Most Americans are walking around overweight but malnourished!
- These first 2 products help tremendously with this!
- First, the **Digestion Plus** is a Muffin top eraser and triple threat! It has probiotics, prebiotics & digestive enzymes that restore your "gut health" so that your body can absorb nutrients more effectively. This has a huge impact on your overall health & immunity.
- Second, we teach you how to eat clean and provide easy meal menus and recipes with healthy types and amounts of fruits & vegetables, carbs, fats, and protein. We replace 1-2 meals a day with **Arbonne's Vegan Protein Shake** which has 20 grams of protein and 20 vitamins and minerals, as well as 13 grams of complex carbs. Our **vegan protein** is a "complete Protein" which your body identifies it the same way as an animal protein. Vegan protein starts breaking down in the mouth so it is easier on the stomach. By replacing 1-2 meals a day with protein shakes, which we teach you how to make, you can get a ton more nutrients and it's super convenient for busy lives!

4. BALANCE BLOOD SUGAR

- High blood sugar contributes to many disease processes
- Balanced blood sugar throughout the day controls cravings, regulates hunger and sustains energy so you feel better overall. This also stimulates metabolism and decreases appetite, along with allowing a perfect portion control mechanism in your body. You don't get "Hangry"!

5. BALANCE YOUR SYSTEM'S PH

- Man-made foods → Acidic ph → Creates Inflammation → Promotes Sickness • Diabetes, Heart Disease, Alzheimer's, Cancer, Wrinkles, Bacterial/Viral Infections, most illnesses
- Whole foods (God foods) → Alkaline ph → Eliminates Inflammation → Starves the Disease Process
- We also incorporate the **Energy Fizz Sticks** to help with our pH, but they do much more than that! They help replace coffee & soda by giving you a natural "calm & focused energy," and they also help decrease your appetite, increase your metabolism, increase your immunity, and balance your blood sugar. These are amazing and are cheaper and greener than any other "energy drink" you can find (no sucralose, artificial ingredients).

6. Tons of SUPPORT

- We provide you with resources, education, encouragement and recipes/menus for clean eating through our private Facebook group.
- Weekly coaching to help you maximize your results, accountability & more

Remember, we have a couple of ways for you to get 40-50% off, and I am about to tell you how! First, I want you to jot down a list of people you are thinking of that would enjoy learning about this information too, since I'm sure you're wishing someone was here to hear about this! I will give you one minute and the person with the longest list will get a gift from me! Ready, Go!

Booking Game:

Ok, so here's the deal. I share these wonderful products & company via word of mouth. Now that you've heard the information tonight and hopefully learned something, I want to give you the opportunity to put a date on my calendar in the next 30 days to share with 3-5 friends of your friends or family in person or virtually. If you do, you will get the very BEST Deal, AND you will get _____ tonight! (Examples: an awesome Arbonne water bottle along with fizz sticks, to pick something from my basket of goodies, or whatever you want to give to book right there!)

(Note: make sure to get the date down that night, even if you have to change it!)

Ways To Get a Discount with Arbonne:

1.) Preferred Client:

\$29 sign up for the year

20% off everything and 40% off of the Skin Care, Nutrition, or Makeup Sets ALWAYS

Shop when you want at a Discount, AUTOSHIP is optional

Free Gift & Free Shipping available; this option is a definite no brainer!

2.) Consultant:

\$79 sign up for the year

35% off everything and 50% off of sets

Shop at wholesale OR build a 2nd stream of income; NO Have-To's, only GET-To's!!

Free Gift with ASVP set purchases

You Decide where you see yourself for now...this will help me to best serve you!

- **On a scale of 1, 2, or 3 where do you see yourself?**
- **1= Excited to get started with some Arbonne products!**
- **2= Can't wait to try some products and also a little curious to get some more info about this "Arbonne gig."**
- **3= What do I have to lose? I'm excited to create another income stream w/ Arbonne!**
 - This business is SIMPLE- A virtual business from your phone or laptop.
 - This business is FLEXIBLE- I get to choose when and where I work.
 - This business is LUCRATIVE- Financial experts say everyone should have a 2nd stream of income to brace for impact and residual income is best.

There are only 4 levels of management:

District Manager \$200-\$1,000/month

Area Manager \$1,000-\$4,000/month (willable business)

Regional Vice President \$4,000-\$14,000/month (Mercedes)

National Vice President: Average \$20K/month and up with no cap

Close with an abbreviated "why story" and invite them to come along with you!

Tell them where you are going but make this about them

(ex: I don't know if this is for you, maybe supplemental income, to be home with your kids or future kids, to give your husband choices or maybe you just want community and mentorship but I know Arbonne is my vehicle to get my why and it just could be for you too)

- If virtual say, the consultant who invited you will follow up and see what option is for you...Option 1, 2 or 3. Thank you so much for joining us!

Here's what we're going to do now! (pass out catalogues & let them know about the Arbonne SHOP APP) This is your time to shop, and I'm going to meet with each of you individually! I know everyone has different interests, budgets and questions, and I want to be able to best serve you guys and to help you get the best deal possible. You can also match your CC Cream real fast and play with some of the favorite lipstick colors! Who needs to get going and I'll meet with you first? (Wait for someone to volunteer- if they don't, pick someone to get things started!)

Consultation Table

- Sales 1st, then Scheduling, then Sponsoring
- Have extra catalog, close forms, order forms, host package flier, and any other helpful information at the table for easy access
- Fill out their order forms & use the "Order Calc" App to help you get an accurate total
- Assume they want to sign up to get a discount w/an ASVP & that they want to host!