



THE RUSH NATION

Presentation Packet

EVERYTHING YOU COULD NEED AND MORE

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Skin Care Class Presentation

ENVP Linda Parker

Things you need for your demo:

- Entire RE9 product line for face and body
- Arbonne Intelligence Set
- Tester Awaken Sea Salt Scrub (*in plastic Ziploc bag*)
- New Awaken Sea Salt Scrub (*wrapped nicely for Hostess Gift*)
- 3 or 4 “favorites” (*your favorite products*)
- Color Collection
 - *only set up entire makeup display if it's a makeup party - otherwise, just set up the palette and a couple of your favorite makeup items(i.e. mineral foundation, mascara, lip plumper, etc.)*
- If you're doing “foot soaks” you'll also need:
 - *cleansing gel or unwind bath gel*
 - *unwind bath salts*
 - *unwind massage oil*
 - *dish buckets*
 - *paper towels*
- For Question / Answer Game:
 - *Wrapped gift for winner of chocolate game (1.8oz Hand Cream or Herbal Foot Cream) and Chocolates*
- For Raffle Game
 - *Raffle tickets and 2 gifts containing products for raffle winners*
- Samples (*shampoo - NO RE9 samples*) for guest who bring a friend (*tie with a bow*)

Guests Packets:

*Catalog
Laminated 4-square Close Sheet
Client Profile Sheet*

*Consultant Special Sheet
StartNow Application
Hostess menu & Rewards sheet*

Opportunity/Hostess Packets:

*Catalog
Start NOW application
EOA Stories
Product Overview (Before & After pics)
Hostess menu & rewards sheet*

*Arbonne NOW Brochure & Arbonne NOW CD
Demographic maps (current and 1 year before)
Retail Order Forms for outside orders
Independent Consultant Compensation Summary (ICCS)
→ For hostess pack add Guest labels*

Deal or No Deal Boxes or bags:

In gift box put a picture or slip of paper of whatever product they would “win” (products of your choice) Display in a nice basket. Remember the goal of a class is to **find business builders**. Be sure to include

- Your story - talk about this biz, its benefits and your why.
- Arbonne and what makes us different
- The products

“Your story” should be at least half of the presentation... Make them laugh, be passionate! The other half is our co. and our products. REMEMBER HAVE FUN!!!!

Skin Care Class Presentation Outline/Script

Greet each guest, have her make a name badge and use the sea salt scrub at the sink (use this time to introduce yourself and build a rapport with them). Have the hostess invite them to get some snacks and to take a seat in the room for the presentation. Give each guest a client profile to fill out & hand them the hostess "menu" to look over before the presentation begins. If playing deal or no deal game, hand out boxes tied with ribbon or bags (these need to look NICE!) Tell them to just hang on to this; you're going to explain later.

- **Introduce yourself**

My name is _____ I am very excited to be here to share Arbonne with you tonight. Then go around the room and have them introduce themselves, what they do or how they know the hostess.

- **Thank Hostess**

Give her a sea salt scrub and say "you, too will get a sea salt scrub when YOU host your Arbonne party" *(plant seeds about them hosting a class)* Have hostess say a few words to the group about why she wanted them to hear about Arbonne. *(maybe tell her favorite product and the difference she's seen in her skin)*

- **Tell them what you're going to do tonight**

"Tonight I'm going to

1. Tell you a little about myself
2. Tell you a little about Arbonne and what makes us different
3. Let you try the products."

Let them know they are here to have fun, feel free to jump in with questions etc...

- **Tell Your Story**

*Now I know all of you a little better, I would like to share a little about me and how I was introduced to Arbonne. **Tell your story** of how you were introduced to Arbonne and include your compelling WHY story. Make it personal as to why the Arbonne opportunity will help you reach your goals. You want to show them how Arbonne = their dreams. Let them know you are currently expanding your team and are looking for people you can teach and train to do what you do. Remember to talk about: 35% discount, time leveraging, tax advantages, white Mercedes.*

Your story is one of the most important parts of your presentation!

This is where you weave the benefits of this business throughout your story. *Include your upline's story too. Tracey does a great job of that ... see hers below (Laminate a couple EOA stories you like or of your upline to show).*

ENVP Tracey Gatchel

Thank you for sharing a little about you, now I would like to share a little about me. My name is Tracey Gatchel and I am an independent consultant with Arbonne. I have had the good fortune to have been with Arbonne for 4 years - which may surprise you if you are just hearing about this company tonight. I was introduced to Arbonne by a girlfriend, Elizabeth who really wanted me to try these products. I have to tell you I was using products from the Dermatologist and the better lines because I have very sensitive skin and was really a product snob. I was amazed when I saw the results I got with these products and signed up as a consultant just to SAVE on my own products. I NEVER, believed I would be doing this as a business or doing group presentations like this ! I have a corporate background, but I also have a family and wanted more flexibility and control over when I worked. Our company car is the White Mercedes and one evening Elizabeth took me to a car presentation, Linda was getting the keys to a brand new White Mercedes and that night I realized what a professional company this was. I was already telling all my friends about the products, but I was not getting compensated for that - not too smart right ? so I decided to start my own business. I remember Linda talking about how she had her office at home, how she was in control of how many hours and which hours she worked and how she was able to do this around her family. She also shared that she had replaced her corporate salary, which I knew was a six figure salary, and of course I knew she was driving the White Mercedes ! I figured if I could achieve even half of what she had it would be huge for our family. So now you will find me doing Class Presentations like this one In addition, I am currently looking to expand in this area, I am looking for other consultants I can teach and train to do what I do, so watch what I do tonight and if you are interested or you can think of someone who might be interested, let me know and I will send you home with a curiosity pack.

- **If playing question answer game with chocolates:**
Hand hostess chocolates and let the guests know for every question they will get chocolate from the hostess, so yell at her if you don't get one because the person with the most chocolate or empty wrappers at the end will win a gift.
- **Hand guests the Client Folder and ask them to take out the catalog**
make a joke about not flipping pages, perhaps "raise your right hand and repeat after me, I promise not to flip ahead in the catalog - make this funny - let them know you will throw chocolate at them if you catch them flipping ahead
- **TURN TO PAGE 1**
 - Company founded in 1980, 27 year old company.
 - Products formulated in Switzerland, manufactured in USA.
 - 45 Day money back guarantee on all products.

- **TURN TO PAGE 4**

Here is what makes our products difference - Read through the list on the left hand side.

- **Botanically Based:**
This means we use things like herbs and botanicals to formulate our products. Every ingredient in every product has to be PURE, SAFE and BENEFICIAL ! That means all the ingredients have to do something to benefit your skin!
- **pH Correct:**
Skin care pH of 5.5 ensures maximum benefits.
- **Hypoallergenic**
Arbonne products are formulated without the use of certain ingredients that are frequently known to cause allergic reactions, such as **artificial fragrance and dyes**. The term "Hypoallergenic" does not mean NON allergenic, there is no such thing. But the majority of people can use hypoallergenic products, see great benefits and not have allergic reactions.
- **Dermatologist Tested**
This means our products have been tested for irritation under dermatologist supervision. Our products are put through extensive testing to ensure they are proven pure, safe & beneficial.
- **Never tested on Animals:**
Arbonne uses a **repeat insult patch test**. This is where a human panel uses a product on the same site for an extended period of time. Arbonne will not release a product unless it scores ZERO in this study!
- **Formulated without Animal Products or By-Products**
Plants and herbs together with science and technology offer superior benefits.
- **Formulated without Mineral Oil**
An occlusive oil that can interfere with skin functions as well as advanced delivery systems.

- **TURN TO PAGE 6**

You will see here the Skin Type Product Chart, you can find your skin type, combination, oily, dry or acne prone. Note that for all the skin types RE9 is a recommended skin care line. This is because it adjusts to what your skin needs, bringing moisture to dryness and calming over production of oil. Therefore, this is the skin care line I chose to bring with me tonight for you to sample. I want you to feel the difference in the texture of your skin. This is how your skin care will look (*Hold up Re9 in Gold Bag*)

- **TURN TO PAGE 24**

This system is made up of seven products, six steps. What I love is it takes less than 2 mins to do the whole routine. You CAN slow down the aging process by taking care of your skin. This line is all about **reverse, repair and prevention**, and it's never too soon (or too late to start!) See the difference in the eyes on page 25 and also the list of the nine key ingredients.

Open Gold Bag - pull out the RE9 wash

Some features I love about this product line is that it comes in the pump - just one pump is all you need for your face, so there is no waste. Also note how the pump moves up so you get to use every last drop. This system retails at \$298.50 and lasts about 6 months, it ends up costs about \$1.66 a day to have great skin. But even better, at the end I am going to show you how to save \$104! Considering what we spend on getting our hair cut and on clothes this is a good deal, remember, it's your face that people see when they first meet you! This product also has a US & Swiss patent pending.

- **Hydrating Wash**

cleans and hydrates without stripping, it is not good for your skin to feel "Squeaky Clean"
DO NOT PASS AROUND ... PASS TONER - Pick an ARBONNE HAND....

- **Refining Toner**

restores acid mantle since water disturbs it (*water is a 7 on the pH scale*). Packed with nutrients for your skin. Visibly tones and firms and smoothes the skins surface. Spray directly on face or use cotton ball. Toner will help minimize pores.

- **Day & Night Facial Serum**

gives wonderful long-term effects. Diminishes lines, wrinkles and acne scars. The alpha hydroxyl acids breakdown the glue that holds the dead skin cells to the skin. When you next wash, the dead skin cells come away leaving your face with that translucent glow. Also contains anti oxidants - think of an apple that falls from a tree, pretty soon it wrinkles and rots, we are no different. But if you take that apple to cold storage and protect it, it can last for 6 months. **WE CAN SLOW DOWN THE AGING PROCESS TOO.**

- **Day or Night Cream** (*give choice*)

Day crème hydrates nourishes and protects. Reducing the appearance of fine lines and wrinkles. Night crème strengthens, firms and encourages cell recovery while you sleep.

DAY CRÈME = PROTECTOR
NIGHT CRÈME = CORRECTOR

- **Eye Crème**

Apply on one eye. Demonstrate how to apply with ring finger. Moisturizes, Kojic acid reduces appearance of dark circles and anti inflammatory reduces puffiness, protects and repairs delicate tissue around eyes.

- **Transforming Lift**

There is one of the RE9 products that has obvious and immediate results. We call it "facelift in a bottle!" (*Demonstrate how to put this on by patting your face and neck*) This product promotes collagen and elastin. Gently pat this on your face and neck after toning - over your make up is fine too. You will gently feel it tighten - giving you immediate visible results as well as long-term benefits.

All of the products in the SET are designed to work TOGETHER for maximum results. Just think - would you bake a cake and leave out the eggs? It would still be a cake but just not quite the same.

Additions to the system: *(hold up and explain briefly)*

- **Facial Scrub**

The scrub helps break the bonds that hold dead skin cells together so your “younger skin” can show thru! You can use 2 to 3 times a week. I keep mine in the shower so it’s not an “extra” step to think about

- **RE9 Masque**

Think of this as a deep pore cleanser (a vacuum cleaner for your face ☺) Helps remove dirt and debris that can clog and stretch pores. Great for black heads, skin tone, etc...

- **RE9 Body Set - PASS AROUND**

This is a “treatment set” just for your body. Great for stretch marks, bumpy skin, dryness and sun damaged skin etc... It’s an \$87 value that our hostess can earn when 2 presentations are booked today. *Show before & after picture of the feet.*

- **Talk about a few of your favorite products:**

(i.e. skin conditioning oil, shampoo, mascara, mineral powder foundation, lip plumper etc.)

- **TURN BACK TO PAGE 10**

This is the Arbonne Intelligence line. This also has the smart intelligence to adjust to your skin type and is a great choice if you are on a budget or if you are under 30 and not ready for anti aging. Even if you are using the RE9 line, I love adding STEP 2, the Exfoliating Masque with Thermal Fusion. This used to be three different steps but now we have this in one product and it leaves your skin feeling fabulous. You can combine this in with your RE9 routine once or twice a week.

- **TURN TO PAGE 48 - COSMETICS**

(if time permits, if you’re losing your crowd, skip this and have flyers on hand for the next makeup madness)

I love how easy Arbonne makes it for us to pick our make up. If you are not sure what colors work well for you, you can match yourself to the model with the same coloring and Arbonne has made suggestions for you. Alternatively you can pick from the pallet of colors. *Hold up the Tri Fold blush and eye shadow pallet.* As a basic rule, pick colors from the same family, explain Warm, Neutral and Cool groupings. Arbonne make up also uses the same principles as the skin care, herbal and botanically based and uses Mica instead of Talc. This means the colors don’t oxidize and stay the same color in the evening that you applied in the morning! It also means that the color does not crease in your eye lids - don’t you hate that?

- **TURN TO PAGE 64 - HYBRIDS**

(if time permits, if you’re losing your crowd, skip this and have flyers on hand for the next “waging wellness”)

Arbonne has one of a kind supplements. The Medical community is in agreement that it is important for us to supplement our diet with vitamins and minerals. I love that these come in little packets so they are easy to take each day and easy to travel with. They are also formulated differently for men and women as we have different concerns and needs. You could not eat all these fruits and vegetables if you tried! Since I have been taking these supplements I have felt fantastic and have so much energy.

- **TURN TO PAGE 72**

Who has the most chocolate? Hand out gift *(1.8oz hand cream or foot cream)*. The best way to get these products is to host your own get together with your friends. In Arbonne we take really good care of our hostesses with free product. Our hostess tonight already got a free sea salt scrub, when we have \$250 in

sales she will get to pick \$100 in products for herself and when two people schedule tonight she will get the RE9 Body Lotion and RE9 body serum that we tried earlier.

- **If playing Deal or no deal game:**

Now lets end with our game, who knows the show on Television “Deal or No Deal?” We are going to play our own version. If you would like to host a class and schedule a date tonight you get to take home tonight a FREE mini (*hand or foot cream*) and there is also a card inside with an extra hostess gift which you will receive on the night of your get together. It could be an extra \$25 in hostess rewards, perhaps a RE9 Body Wash or a free hand cream.

Pick the person who has been attentive, or who you feel will book ... start with them.

- **Come back to catalog - Page 75**

Close the class - Other ways to get your products:

- You can be a **client**

I will take care of your orders and keep you up to date with all the new products.

- You can become a **consultant**

Remember in the beginning I told you I would show you how to save on your products?

As a consultant you get all the benefits of a client, but you can also place your orders on-line or by calling customer service at 1-800-Arbonne.

→ *You will save 35% on your orders, so tonight you would save \$104 on your RE9 Set.*

→ *It costs \$29 for the year and there is no minimum to purchase.*

→ *When you sign up with Arbonne you will be able to place one order at better than wholesale, when you order \$350 in products, (ie. Your Re9 Set, Make-up, Hybrids and of course I know you all want the sea salt scrub) Arbonne will give you an additional \$350 in products FREE. Use this for yourself or for gifts.*

→ *At this point I hand out Consultant choices sheet (with options 1,2,3). I'll explain that as you can see the best deal tonight is to sign up for \$29 and you can get your products at cost. You may be wondering “what’s the catch”? There is no catch. I want to offer you my best deal and that’s your products at cost. The way I grow my business is thru classes like this and the way you can help me is by hosting a class like this with your friends. I take great care of my hostesses. Not only will you be earning a HUGE discount on products but I’ll offer this same great deal to all of your friends. They will thank you for introducing them to an incredible skin care line AND to be able to get it at cost.*

→ *What “most people do” is go for option 1 as it’s the most bang for your buck! Arbonne allows you to pick any \$700 worth of products for HALF PRICE.*

- Or you can use your consultant number to **build a business** and make extra money or replace your full time salary. As I mentioned, I am looking for people I can teach and train to do what I do.

- **Finally.**

I know you’re excited to start shopping, and I’ve got my calendar so you can book your class tonight. I want to help each of you find the right products for your skin and your budget. So, who needs to get going first...

- **At closing - away from other guests**

Show them the laminated 4 square close options and then instruct them to “cross out the options that DON’T work for them. Hand them a dry erase marker and then be SILENT while they look it over. When (not if ☺) they book a class, send them home with a hostess packet and let them know to return the invite labels within 7 days to receive an extra hostess reward. Also, let them take their mini hand or foot cream from the Deal or No Deal game as a thank you for getting on your calendar that night!

Other Ideas for Games

The Envelope Game

- Hand out sealed envelopes with the catalogs and tell guests to put them to one side. At the end of the presentation Now you are holding a sealed **envelope**. If you choose to play and open your envelope you have to do what it says inside. Pause - OK, so I will make it a little easier for you. Your envelope can say one of two things - congratulations you win a free gift, or hostess a class and receive a free gift. You have three choices:
 - Hand back envelope and not play
 - Open envelope and take a chance
 - Upgrade - say, yes I would love to host a class
all the upgrade envelopes say the same ... host, get a free gift and 10% discount on your order tonight

The Mystery Gift Bag

- Take an awaken sea salt scrub, body lotion, cleansing gel, hand cream or herbal foot cream or any product of your choice and put in a bright colored gift bag with bright tissue - make it look really nice.
- Pause after you do your I story - ask if anyone is willing to host a class to help the hostess before they even hear about the products or the company. If anyone is brave enough they get to take the gift bag on the table.
- If no-one offers then don't miss a beat - say "Perhaps you need to hear more about the company first" and continue with the Arbonne difference.
- Stop again after the Arbonne difference - ask again. If no takers then you would just say - perhaps you need to see the products.
- Offer one more time after they have heard about you, the company and products. Close as normal.

Chocolate Kiss Game

- Whoever wins the game gets to pick a prize. The way you win the game is to earn the most chocolate.
- You earn chocolate by asking questions.
 - For a question about a product, you get one chocolate.
 - If you ask about hosting a party, you'll get 2.
 - If you ask a business question, like how much does it cost to sign up, you'll get 3 chocolates.Play game - 5-10 minutes. Give prize to winner, let guests eat the chocolate ☺ !

Health & Wellness Presentation

ENVP Barbara Beatty, PhD

Arbonne is a Research & Development company with anti-aging health and wellness products.

- **Our products are:**

- Certified Vegan
- Free of mineral oil and SD alcohol, which can be very harsh to the skin.
- Free of Chemical dyes and fragrances
- All of our formulations are based on rigorous training and research.
- Our cutting edge technology = helps you to look good and feel better
- Development company with anti-aging health and wellness products.

- **Here's some Real food for thought...**

- *What are the long term effects of the food you eat?*
Everything you put in your body and ON your body goes into your bloodstream. If you doubt that skin care can go into your blood and cells, try putting a clove of garlic between your toes and see if you taste it. Think of all of the patches that we see now: smoking, birth control, hormones, etc., they work transdermally. **What you put on your skin does matter.**
- *Are you an IMPULSE buyer? Are you on the SEE FOOD diet....* Where you go to the grocery store and buy all that you see because you are hungry? Chips, sugar, etc. You eat a handful and then you don't feel better. Do you suffer from fatigue, depression, joint pain? The number one reason people turn to junk food is because people want a "quick feel good", but you don't have time to eat the way you should. Most don't want to die of disease, but they don't take the time to eat what they should.

- **Most don't know about supplements.**

Harvard Medical Study shows that 51% of 49 medical doctors surveyed took herbal supplements. Although they have access to pharmaceutical drugs, they've turned to dietary supplements to help keep them young. They know that the drugs simply treat the symptoms and not take care of the root cause.

- Vitamin D: for 20 year olds, they need about 200 IUs/day. The older we get the more we need. If you are in your 40s, you'll need about 400 IUs/day.
- Vitamin E: According to a 1993 Harvard School study, people who took Vitamin E (100 IU/day) for at least 2 years, had up to a 40% reduction in heart disease. That alone should make you want to supplement.

Ps. You want to make sure that your vitamins contain the proper amounts!!

- **Let's talk about some other important ingredients**

- Elderberry Fruit: Antioxidant activity helps to lower cholesterol, improves vision, boosts immune system, improves heart health, PLUS elderberries destroy the abilities of cold/flu viruses to infect the cells. Daily intake of elderberry will help you ward off the cold and flu.
- Blueberries: Researchers at the USDA Human Nutrition Center have ranked blueberries #1 in antioxidant activities, when compared to 40 other fresh fruits and veggies. They neutralize free radical damage that leads to glaucoma, varicose veins, cataracts, hemorrhoids, and cancer.
- Siberian Ginseng: Improves energy, mental clarity. This is an alternative to caffeine.

- Panthenic Acids: helps combat stress. Everyone is dealing with stress. Chronic fatigue, migraines, minimizes depression.
- Broccoli Sprouts: helps reduce the risk of malignancies. It was proven so effective that in 1992 John Hopkins studies tried to obtain a patent, or the exclusive rights, for growing broccoli sprouts. Of course they couldn't do that. When you know a University is trying to get the rights to this food, we all know we should be eating that. And since the sprouts go bad pretty quickly, it's great to know that they are included in our Hybrids.
- Red Bell Pepper/Tomato: both have high levels of Lycopene which helps prevent prostate, cervix and pancreatic cancers.
- Here are some others that you'll want to look for that Arbonne already includes: Kelp leaves, grape seed skin, parsley, black pepper, cranberry fruit and many more.

- **Arbonne researched what's best for you.**

Arbonne has a super food nutritional program that would be impossible to duplicate at a health food store for the same price! A daily dose of Hybrids is equivalent to eating 56 oz of fruits and vegetables of antioxidant protection. It would be equal to eating 7oz. each of kale, spinach, brussel sprouts, plums, beats, oranges, onions... Who can honestly say that they do that?

PLUS... our Super nutrition Hybrids offer 4 different types of calcium, not just ONE, for optimum absorption and bone health.

Arbonne has removed all the guesswork out of nutrition by pre-packaging exactly what you need to build immunity, increase energy and help your body handle stress. These little A.M./P.M. packets are gender specific because what I require is different than what my husband requires.

- **DON'T JUST TAKE MY WORD FOR IT:**

- *Ginger Rash, Atlanta, GA -- Used a high-end nutritional supplement to help with Epstein virus, fibromyalgia, and chronic fatigue. She was very tentative about trying these and they blew her away. She experienced energy and regularity, and loved the convenient packets.*
- *Sarah Bush, TX -- In the health field, massage therapist who recommends to clients our health and nutrition products for proper protocol for auto immune disorders says: The digestive enzyme is critical to help with energy and regularity. As we age we lose our natural digestive enzyme. It's critical to maintain that, and you find it in our Hybrids.*

- **Fiber...**

- The benefits of dietary fiber are numerous. It lowers cholesterol, prevents cancer, constipation, hemorrhoids, assist in weight loss due it's ability to stabilize blood sugar. Normal weight adults consume an average of 33% more dietary fiber compared to their overweight obese counterparts. If you want to stabilize your weight... **INCREASE YOUR FIBER!**
- According to a UK study, it showed that pre-menopausal women who consumed large amounts of fiber cut breast cancer risk in half. That's VERY IMPRESSIVE! Reporting in a 2002 European Journal of Clinical Nutrition it showed that the people who ate the most fiber, were 86% less likely to have a heart attack.
- Arbonne's Orange Fiber Shake contains 5 very important fibers for health.

→ Rice Bran: contains more than 120 known natural occurring antioxidants

- Oat Bran: in 1997 the US FDA passed a unique ruling that allowed oat bran to be registered as the first reducing cholesterol food
- Orange fiber
- Apple fiber
- Tea fiber

- **How many of you honestly feel that you can duplicate that in your diet?**
 - Just 2 servings of our Just Go Fiber Shake, contains nearly 100% of the recommended daily fiber.
 - It contains immune boosting fighting ingredients.
 - Supplement your diet by combining the shake with our vanilla protein shake = delicious!
- **Did you know that our bodies cannot store protein? What do you eat for protein? Meat, eggs, cheese?**
 - Children under 18 need protein for growth. The younger they are, the more they need per/pound of body weight.
 - Pregnant and lactating women need even more!
- **What is your families primary source of protein?**

Most of our countries meat has hormones, antibiotics, tranquilizers and pesticides in them. If that's in the meat... you're getting the same in your bodies. On January 1, 1989, the Euro Economic Community put a ban on hormone treated US meat, preventing US meat products from being sold in ANY European nation. Why then is it O.K. for us???

ARBONNE'S ALTERNATIVE...

We do not use whey protein, because it comes from animal products, Nor do we use soy bean due to allergic reactions. Arbonne uses PEA protein which is easy to digest, highly absorbable, offers impressive amino acid profile, it's richer in arginine that is commercially available in other products.

- Arginine: involved in immune system response and helps control weight, which is why we take protein. *For more info on Arginine: <http://www.primev.com/Arginine.htm>*
- Fiber Shake: pea protein, high concentration of amino acids... provides lean body fat and increased muscle mass.
- Vanilla Shake: contains NO sugar. Mix with the fiber shake and you'll cut your sugar cravings. It is naturally sweet with Stevia (*South American herbal sweetener*) and has no effect on blood sugar levels. If you keep your insulin levels stabilized, you will stay younger. Insulin is a fat producing hormone and an age promoting hormone.

Because Arbonne is an anti-aging company, our entire nutrition and skin care lines are designed to make you look and feel younger.

- **Now... let's talk about FAT**

It is not healthy to remove all fat from your diet. Some fats are essential for good health. It is estimated by many experts that 80% of the population consumes insufficient amounts of Omega 3 Essential fatty acids, which are protective against heart disease, cancer, auto immune and many others. Over 60 health conditions are shown to benefit from consuming Omega 3. reactions. Arbonne uses PEA protein which is easy to digest, highly absorbable, offers impressive amino acid profile, it's richer in arginine that is commercially available in other products.

- **Flaxseed Oil:**

- The world's richest source of Omega 3's; it contains over two times the amount of Omega 3's found in fish oil.

- A prospective study on 121 women with initially localized breast cancer examined the association of Omega 3 in breast tissue. Breast tumors were analyzed at the time of surgery and they showed that low levels of Omega 3's was associated with the spread of cancer into the lymph nodes... that's HUGE!
 - University of Pittsburgh study found Omega 3's blocked painful inflammatory chemicals in the body with very few side effects. After one month, 59 % of 125 people taking prescription drugs received enough pain relief to **stop taking pain medications completely!!!**

- **TRUE STORIES...of people taking our Omega 3's, and these are blowing our minds!**

- **Angela Myers, RVP:**

- Essential Fatty Acids & Joint formula has given her relief from achy joints. Has received an amazing sense of well being. Angela's 4 year old son loves the fiber and protein shakes. He's regular and is getting 18 grams of protein, which he needs.*

- **MONEY**

- How much are you currently spending on food that could be detrimental to your health?
 - How much spoiled or uneaten food do you throw away weekly?
 - Are you protecting you and your family from unseen causes of disease by eating the proper foods and taking nutritional supplements?
 - **I can show you a way to redirect your grocery dollars and get nutrient dense foods that can change your life. With our AutoShip program, you can get:**

- enough to supplement 2 meals/day

- plus our Hybrids

- \$100 of product for only \$20

- (of anything else you want: shampoo, conditioner, joint formula, leg vein formula, night cream, etc)*

And the beauty of this is that it only costs **\$6.54/day including tax and shipping. Now what kind of insurance plan is that?** And this is already food that you are purchasing at the grocery store or at the fast food restaurant. At the end of six months, you'll get a \$250 voucher that you can apply toward your skin care regimen.

If you don't feel better & look better, you can get your money back! We offer a 45-day money back guarantee!

10 Minute Presentation

with Product Line Overview - *Item # 2416*

This presentation can be used with one-on-ones in just about any setting. You can use it when someone says, "What do you do?" You can say, "I'm an Independent Consultant for Arbonne International, have you ever heard of it? No? Let me show you what Arbonne is!"

OR

Use it when you meet someone with an RE9 drop off or return visit.

1. Let me show why Arbonne is completely different. First Arbonne is the only skin care company recommended by the past 5 Presidents of the American Modeling Association. These products are used by dermatologists, plastic surgeons and estheticians. Let me show you why. *Open the brochure and show the photo testimonials - point to Linda Black's eyes.* Can you believe she got these kind of results in only 2 weeks?
2. Are you aware that everything you put on your skin goes into your blood stream? You can prove this by putting a clove of garlic between your toes. In 15 minutes you'll taste it on your tongue. Think about hormone patches and nicotine patches used today, even the Medical Community understands this!
3. *Show the Growth Chart located in the Arbonne = REsults Presentation.* Arbonne has grown more than 250% over the last two years because it's the marriage of two- billion dollar industries; PREVENTION and ANTI-AGING! Arbonne does what few companies do - it slows down aging from the inside out!
4. *Open up the brochure and point to The Arbonne Difference (the green column on the right).* Explain that botanicals feed the skin. And briefly go over each bullet point.
5. *Fold up the brochure and show the photo testimonials again. Point to upper right photo of Linda Black.* Do you want to know which system she used? *Point to the RE9 system.* It's this one here. It has 9 major anti-aging elements and is the first system in the world to use a cutting edge technology called nanospheres. Nanospheres are tiny molecules that penetrate deep within the skin and produce amazing results in as little as 2 weeks.
6. Remember how I said Arbonne is about anti-aging from the inside out? *Open up the brochure again and point to the Hybrids.* Do you know exactly what nutritional supplements you need to promote health, prevent disease, slow down the aging process, AND help your body handle stress? *(show an AM/PM packet)* These take the guesswork out of nutrition. They contain a combination of whole foods, vitamins, minerals, antioxidants and enzymes. They're packed full of anti-oxidants, in fact the scientists who formulated them called the Hybrids "Star Trek Nutrition" because they're so advanced! I like to think of them as my health insurance plan.

7. We've talked about your body and your skin, how about anti-aging for your hair. *Point to the hair care products.* The nanospheres used in the anti-aging skin care are also used in our hair care. After 2 weeks of use your hair will be completely transformed. *Show hair photo on back.*
8. Can you see why ARBONNE is the fastest growing company in the history of the Direct Selling Association? Everyone wants what we have including the amazing ARBONNE income. Take a look at our average incomes. *Show Average Income Chart with Disclaimer from Arbonne = REsults Presentation.* Explain that many receive their brand new Mercedes (at RVP level) in one year or less. Tell a few success stories from your upline! Dr. Deanna Osborn is good too.
9. Now let me show you how you can save more than 50% on your first order. *Show the Specials and Savings Flyer and be sure to explain RSVP.*
10. After you have placed the order ask,
 - Would you enjoy a second stream of income?
 - Would you enjoy a residual income? A residual income allows you to get paid when you're not working.
 - We have a very high retention rate. Once a person tries the products they're "hooked". Each time they call to place an order on the 800 number or internet, their sponsor gets the credit. There's absolutely no warehousing and no order taking.
 - Can you think of 4 people who would love these products and enjoy the financial freedom this business has to offer? I would love to do a presentation for you and your friends! OR I can drop off a system for them to try in the privacy of their own home! If they choose to sign up, you will be their sponsor and we could start building your residual income right away!
11. Offer to leave a curiosity packet or Success From Home Magazine!

Curiosity Packet should contain

 - *Before and After Brochure*
 - *Catalog*
 - *Arbonne Now CD*
 - *Arbonne Now brochure*
 - *Eye on Arbonne's (E.O.A.)*
 - *an invitation to the next Opportunity Meeting*
 - *a Consultant Application/Agreement with your signature and ID # on it*

Ask them to listen to the ARBONNE Now CD and read the material. Invite them to a meeting or conference call ASAP!

Ways to Redirect Your Spending to 'Arbonnize' Your Home

<i>If You Use....</i>	<i>Then Get This from Arbonne!</i>
Facial Skin Care	<i>Intelligence</i> Not-so-basic Skin Care System <i>NutriMenC</i> ® Anti-Aging Skin Care System for Men <i>NutriMinC</i> ® RE9 Anti-Aging Skin Care System
Acne Skin Care	<i>Intelligence</i> Personalizer - oil absorbing compact <i>Clear Advantage</i> Skin Care System
Shaving Cream, foam or gel	<i>NutriMenC</i> ® Resurface Shave Gel
Bars of soap or other bath gels	<i>Intelligence</i> Cleansing Gel <i>Aromassentials</i> Bath & Shower Gels <i>FYI</i> Wash & Wear Body Washes <i>NutriMinC</i> ® RE9 Refreshing Foaming Body Wash
Body Lotions and Hand Creams	<i>Intelligence</i> Hand Cream <i>Intelligence</i> Body Lotion <i>Aromassentials</i> Body Lotions <i>FYI</i> Body Better Body Creams <i>NutriMinC</i> ® RE9 Anti-Aging Body Care System
Body Scrubs or Body Scrubbing Brushes	<i>Aromassentials</i> Awaken Sea Salt Scrub
Foot Powders or Foot Creams	<i>Intelligence</i> Herbal Foot Care
Body Spray or Fragrance	<i>FYI</i> PersonalSpace™ Spray Fragrances
Skin Ointments or Diaper Ointments	<i>Intelligence</i> Skin Conditioning Oil <i>Intelligence</i> Rejuvenating Cream <i>ABC</i> Herbal Diaper Rash Cream
Sun Screen, Self Tanners	<i>BEfore Sun</i> Collection <i>ABC</i> baby care sunscreen SPF 30+
Baby Care Products	Arbonne Baby Care (<i>ABC</i>)
Shampoo Dandruff Shampoo	<i>Intelligence</i> Daily Self-Adjusting Shampoo <i>Intelligence</i> Daily Self-Adjusting Shampoo with Tea Tree Oil
Hair Conditioners	<i>Intelligence</i> Daily Self-Adjusting Conditioner
Hair products that promote Hair Growth	<i>Intelligence</i> Thermal Fusion Hair & Scalp Revitalizer
Cosmetics	<i>About Face</i> Color Collection <i>FYI</i> Face Me Color Collection
Chapstick	<i>BEfore Sun</i> Lip Saver SPF 30
Daily Vitamins	<i>Hybrids</i> ™ Daily Power Packs for Men <i>Hybrids</i> ™ Daily Power Packs for Women <i>Hybrids</i> ™ Daily Nutritional Fruit Chews for Teens <i>Hybrids</i> ™ Daily Power Punch for Kids
Vitamins E & B, L-Carnitine, Coenzyme Q10	Heart Formula
Omega dietary supplements	<i>NutriMinC</i> ® RE9 Resist Fatty Acid Supplement
Coffee On the Go!	<i>Figure 8</i> ™ Weight Loss Chews - fight fat / pick-me-up
Tea	<i>Figure 8</i> ™ Daily Detox Tea
Weight Loss supplements and drinks	<i>Figure 8</i> ™ Going, Going, Gone! Dietary Supplement <i>Figure 8</i> ™ Go Easy! Protein Shakes
Fiber drinks or Fiber tablets, bran cereals	<i>Figure 8</i> ™ Just Go! Orange Fiber Shake
Muscle ache gels and creams	Herbal Muscle Massage Gel
Echinacea supplements	Get Well Soon Dietary Supplement
Cold Sore / Fever Blister ointments	Herbal Lip Ointment
Vapor Chest Rubs	Herbal Vapor Rub and Herbal Vapor Soak
Products for Digestion or Elimination	Optimal Digest Herbal Colon Cleanse



Hostess Menu

Options for your presentation

- **The SPA party**

Pamper your family and friends with an Arbonne Spa party. Sit back, relax and **Unwind** while enjoying the Arbonne foot spa experience. Allow our aromatherapy products to ease your stress and please your senses while learning about Arbonne's Pure, Safe and Beneficial Products! Ask for details!

- **Mother/Daughter Party**

Introducing skin care for all ages! Sample the best there is - for both Moms and daughters! You'll both experience products that you'll love. FYI at Arbonne we've got something for everyone. Kick back, relax, laugh and enjoy, this is a fun filled evening for all!

- **Make-up Madness**

Add Mocha's, Margarita's or more to this fun event. Try out Arbonne's **About Face** Color line with your family and friends. We'll create an environment in which you can learn how to choose the right colors for your skin type and learn tips and current trends in make-up application.

- **Skin Care Solutions**

Have your friends heard of Arbonne? Invite everyone you know and introduce them to the Arbonne Difference! Experience Arbonne skin care, using the U.S. & Swiss Patent Pending **NutriMinC RE9** Anti-aging line of products. Impress them with the best of the best in Premium Skin Care, Health & Wellness Products.

- **Nutrition and Wellness**

Enjoy sampling Arbonne's tasty Figure 8® protein and fiber shakes along with our Detox tea and weight loss chews while learning about our remarkable Weight management program. Combine this with an overview of Arbonne's Smart Nutritional Hybrids™ and see for yourself how daily nutrition just got easier to swallow!

- **Discover Arbonne**

Are you or someone you know interested in learning more about Arbonne's incredible Business Opportunity? Let's get your questions answered in an informal but informative get together. The goal is to provide you with enough information so you can make an educated decision about whether or not Arbonne could be a fit for you!

Your Rewards

- **FREE** Travel-Sized Hand Cream for hosting
- **FREE** Hand Cream if I receive your invitation list within one week of booking your party.
- **FREE** Awaken Sea Salt Scrub with 5 or more guests in attendance
- **FREE** RE9 anti-aging body care set (*an \$87 value*) with 2 parties booked at **OR** before your party
- **\$50 FREE** products of your choice with \$125 in outside orders (*those not in attendance*)
- Choose ANY **\$100 of products for ONLY \$20** (*with \$250 in retail sales*)

Make your "reservations" TODAY!

Call:



Our Most Popular Packages for Consumers

Right Start Value Pack

- Join for \$29
- Receive any one product of your choice for FREE (e.g. RE9 Night Crème valued at \$79)
- Receive \$700 of products for only \$350!
Choose products from our catalog for yourself, your family or to give as gifts.
- Receive a RE9 Body Care Set for only \$25 (\$87 value)
- 35% off all products for one year*

Retail Value: \$866.00
Your Cost: \$375.00



* After a year, renew your membership for only \$15

NutriMinC RE9 Anti-Aging Set

- Join for \$29
- Receive 1 NutriMinC RE9 Anti-Aging Skin Care System for Face
- FREE Transforming Lift included with set (\$49 value)
- Receive any one product of your choice for FREE (e.g. RE9 Night Crème valued at \$79)
- Receive a RE9 Body Care Set for only \$25 (\$87 value)
- 35% off all products for one year*



Retail Value: \$513.50
Your Cost: \$219.03



* After a year, renew your membership for only \$15

\$150 Consultant

- Join for \$29
- Receive \$150 worth of products at a 35% discount (e.g. 4 products from the RE9 Anti-Aging Line)
- Receive any one product of your choice for FREE (e.g. RE9 Night Crème valued at \$79)
- Receive a RE9 Body Care Set for only \$25 (\$87 value)
- 35% off all products for one year*

Retail Value: \$316.00
Your Cost: \$122.50



* After a year, renew your membership for only \$15

I Want...

- FREE Awaken Sea Salt Scrub
- FREE RE9 Body Care Set
- FREE RE9 Anti-Aging Travel Set
- 80% off on all products



Ask Me How!!



Our Most Popular Packages for Business

Right Start Value Pack

- Join for \$29
- Receive any one product of your choice for FREE (e.g. RE9 Night Crème valued at \$79)
- Receive \$700 of products for only \$350!
Choose products from our catalog for yourself, your family or to give as gifts.
- Receive a RE9 Body Care Set for only \$25 (\$87 value)
- 35% off all products for one year*

Retail Value: \$866.00
Your Cost: \$375.00

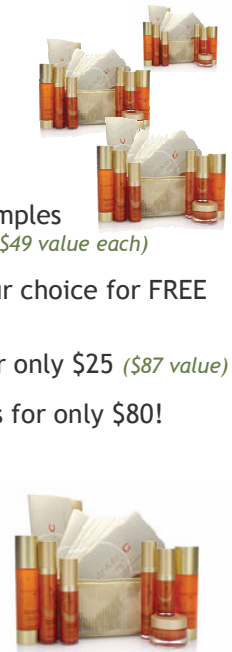


* After a year, renew your membership for only \$15

Business Builder

- Join for \$29
- REsults Set ... Complete with 4 RE9 Sets, gold tote bags & samples (includes 4 FREE Transforming Lifts, a \$49 value each)
- Receive any one product of your choice for FREE (e.g. RE9 Night Crème valued at \$79)
- Receive a RE9 Body Care Set for only \$25 (\$87 value)
- Receive \$400 worth of products for only \$80!
- 35% off all products

Retail Value: \$2,005.00
Personal RV: \$1,194.00
Your Cost: \$ 901.10



Ultimate Business Builder #1

- Join for \$29
- RSVP #1 and RSVP #2 (above)
- REsults Set (above)
- Receive \$400 worth of products for only \$80!
- Receive any one product of your choice for FREE (e.g. RE9 Night Crème valued at \$79)
- Receive a RE9 Body Care Set for only \$25 (\$87 value)
- 35% off all products

Retail Value: \$3,405.00
Personal RV: \$1,894.00
Your Cost: \$1,601.10



Ultimate Business Builder #2

- Join for \$29
- RSVP #1 and RSVP #2 (above)
- REsults Set (above)
- The 6 Color Sets (valued at \$116.50 each) and 12 custom color compacts
- Receive \$700 worth of products for only \$140!
- Receive any one product of your choice for FREE (e.g. RE9 Night Crème valued at \$79)
- Receive a RE9 Body Care Set for only \$25 (\$87 value)
- 35% off all products

Retail Value: \$4,440.00
Personal RV: \$2,593.00
Your Cost: \$2,151.45





Welcome to Arbonne!

Remember these great benefits available to you!

- ① **TIME SENSITIVE OFFER** **Right Start Value Pack** During your first and second sign-up month, you can take advantage of the RSVP and receive \$700 of product (*catalog price*) for only \$350! Just click on the RSVP link on the *Shop Online* page to enjoy this offer.
- ② **TIME SENSITIVE OFFER** **Free Product** You receive a free product of your choice with a minimum of a \$100 retail volume order in your signup month – up to a \$79 retail value. (*Retail Volume (RV) refers to catalog prices.*) This offer is listed as “New Consultant Free Product” when you checkout online.
- ③ **Special Offers** Take advantage of these ongoing special offers available to you:

For every \$50 (RV) of product you order, you receive the hand cream, foot cream, body lotion or cleansing gel for only \$6! <small>(This offer is listed as “Bonus Product” when you checkout online)</small>	For every \$75 (RV) of product you order, you receive a special product(s) at a special price. Product(s) change monthly. <small>(This offer is listed as “PwP” when you checkout online)</small>	For every \$150 (RV) of product you order, you receive the RE9 Body Serum and Body Lotion, valued at \$87, for only \$25! <small>(This offer is listed as “Host Gift” when you checkout online)</small>	For every \$250 (RV) of product you order, you receive \$100 of product (<i>your choice</i>) for only \$20! <small>(This offer is listed as “Host Special Products” when you checkout online)</small>	For every \$250 (RV) of product you order, you receive the RE9 Travel Set of 11 travel-sized RE9 products for only \$49! (plus loofah and bag - This offer is listed as “RE9 Travel Set PwP” when you checkout online)
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- ④ **Online Ordering** Enjoy the ease, convenience and peace of mind of ordering Arbonne products *any* time through our secured-ordering website at arbonne.com. Or call 1-800-Arbonne Mon-Sat 8-8 CST.
- ⑤ **Online Shipping** Ship direct to your door in usually in 3-5 days! Expedited shipping is also available.
- ⑥ **No Minimums To Order** Order any Arbonne product, in *any* quantity, whenever you want. Yes... It really is that simple!
- ⑦ **One Stop Shopping** With such a wide range of products, including anti-aging skin care, aromatherapy, weight loss, nutrition and cosmetics, Arbonne has whatever you’re looking for – all in one place!
- ⑧ **Thank You Checks** Referring friends and family who become consultants can earn you a “thank you check”. (*See your sponsoring Arbonne Independent Consultant for complete details*)
- ⑨ **Autoship** Autoship is the convenient way to receive your favorite products the same time each month. (Ideal for 30-day-supply products such as the Nutritional Hybrids and Figure8 Weight Loss products.) Plus, you earn rewards vouchers and specials! Contact your sponsor for details.
- ⑩ **Easy Renewal** Renewing your Consultant ID# is quick and easy on arbonne.com, and it’s only \$15!