

## **PREPARATION**

**Facials** - *Wet, roll and microwave washcloths for 4 minutes. Keep in microwave until facial to keep warm or cover with a towel.*

**Foot Spas** - *Add a drop of cleanser to buckets and fill with hot water. Place by each spot and give each guest a hand towel.*

## **WELCOME AND THANK HOST**

## **INTRODUCTION AND ICEBREAKER**

Have each guest go around and share...

- Their name

- How they know the host

- If time and money were no issue, what would be the first two things they would do?

## **INTRODUCE YOURSELF ... (I STORY) –**

- Share how you were introduced to Arbonne – your initial thoughts, fears, or hesitations about doing Arbonne.

- Why you decided to do Arbonne/Your turning point



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## **BTW...**

You're currently soaking in our BodyCare Cream Cleanser.

This product, along with three other products in this line (which we'll be sampling later), are infused with vitamins and essential oils such as Vitamin B5, E, C, Aloe Vera and Shea Butter...so basically anti-aging skincare for the body!

**The next product is the Gelee. It alleviates stress in the body.**

*Give each guests a dab (a little goes a long way) to rub on their neck/shoulders or sore muscles.*

Cooling, soothing with aloe (our version of Big fat greek wedding windex), good for bug bites, sunburns, sore muscles, tension relief, headaches, and more.

## **Ok, I have a question**

Do you know how many chemicals the average person puts on their body each day before they even leave their home?

*Person who comes closest gets a prize: Fizz + A tea in a little bag*

**Answer:** 170 plus

## **What does this do to us?**

1. Messes with / disrupts our hormones! Can anyone relate to ever having hormone issues?
2. The body stores these chemicals in fat cells to protect your vital organs.







## Arbonne started...

As an antidote to a skin care industry that wasn't concerned with skin health.

## Did you know...

That the skin care industry began as a way to profit from using industrial waste landing from petroleum to animal-by-products?

It was also believed that the skin was a barrier that nothing could penetrate, so it didn't matter what we put on our skin, as long as it smelled good, looked good, and felt good.

## In the 70's...

It was discovered that what you put on your skin was directly absorbed into the blood stream within 26 seconds!

Guess what the skin care industry did? **Nothing.**

In 1975 Switzerland, our founder saw both a need and an opportunity to reinvent skin care, leading to the very first botanical products ever formulated.

- He realized that plants provide the dense nutrition which, when properly formulated, would benefit the skin.
- Arbonne not only abides by European standards, but takes it a step above. Europe bans over 1,200 ingredients, Arbonne bans 2,000...Can anyone guess how many the FDA bans? **Only 11**

Along with those 2000 plus ingredients we ban, a few of the things we stand by...

## We are...

- Vegan
- Gluten free
- Non GMO
- No mineral oils (Does not allow skin to breathe)
- Our fragrance is from essential oils
- No artificial colors or sweeteners
- No parabens
- No sodium sulfates



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**With so many claims in the industry today,** you can rest assured that Arbonne is what we say we are!

You don't have to take my word for it.

We are a certified B Corporation.

In order to to meet that standard, we have to prove it through a third party company that gives us their stamp of approval.

We aren't just a B Corp, but the one with the highest rating in this space.

So when we say we are clean beauty, it's not something we are just saying, it's something we have proven.

We really live out our motto, "Pure, Safe, and Beneficial."

*Sample Dermresults Advanced (& DermSolutions as an option)*

**A couple facts about this line:**

- 1.It uses a HYALURONIC ACID COMPLEX to diminish the appearance of fine lines and wrinkles.
- 2.It helps the skin appear fuller & firmer, and provides instant hydration.

*Share your personal testimony!*







## **Cleansing Balm:**

- Hand out a small amount of cleansing balm and let them massage it into the skin.
  - You're going to feel your makeup melt away.
  - It's cleansing your face without drying it, and removes all of your makeup, so basically a 2-in-1 product.
  - Key ingredients: avocado oil and rosehip oil.
  - *Hand out wet washcloth to rinse.*
- **Toner:**
  - *Apply with a cotton round or give them some on their hand.*
  - This toner does multiple jobs:
    - It preps the skin, tones, balances, soothes and delivers much needed hydration to the skin.
    - Unique mineral blend of witch hazel, mandelic & phytic acid
- **Serum:**
  - This is the anti-aging product that gives you the most bang-for-your-buck.
  - Infuses skin with moisture & supports collagen, has hyaluronic acid, stabilized vitamin C, vitamin B3 & antioxidants to fight wrinkles, sunspots, age spots, scarring, and uneven skin tone.
- **Eye Cream:**
  - Gently pat around your eyes and your lids using your ring finger.
  - This helps with puffiness, dark circles, wrinkles, and saggy eyelids. Basically, it lightens, brightens, and tightens.
- **Moisturizer:**
  - This provides moisture & collagen support.
  - You will notice the absence of fine lines & wrinkles. It leaves your skin feeling dewy.

## **Optional add-ons:**

- DermSolutions Night Cream: Repairs your skin while you sleep.
- DermSolutions Neck Cream: Tightens and firms neck.
- Eye Masks: Helps with puffiness, dark circles, and wrinkles.



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## Sample Body Care Line

- *Give scoop of exfoliator and have them scrub their feet. Rinse off and dry.*
  - This exfoliates the dead skin while replenishing moisture.
- *Give a scoop of the body cream and a pump of the oil and have them apply it to their feet.*
  - This helps with the hydration and firmness of your skin.
- *Don't clear buckets, instead just move them out of the way.*

**Let's do a little QUIZ to see who was paying the most attention...I have a gift for the winner!**

Quiz Prizes: A couple of fizz sticks, tea, hydration, etc!

1. What country was Arbonne founded in? **Switzerland**
2. What year was the company formed? **1975**
3. In about how many seconds does it take something to absorb into our skin? **In about 26 seconds**
4. Any guesses on what Arbonne's company car is? **The 3rd level in the company gets to take advantage of an Extra Bonus Program (Lifestyle or Mercedes) for reaching and maintaining at that level.**
5. Throw in any fun question...
6. Guess what the average income at the top of the company is. (Give a hint and tell DM - (\$500) | AM - (\$2,000) | RVP - (\$7,000))  
**Answer: \$22k/Month**







## CLOSING

Now that we've almost wrapped up sampling, let me tell you about the three ways to take advantage of Arbonne:

### 1. **Shop at retail or for the best deal, sign up to be a Preferred Client.**

- a. \$29 for one year
- b. You'll get a 20% discount, free shipping, and a free full-size product almost every time you order.
- c. Think Costco membership!

### 2. **Become a consultant**

- a. What I have found is that Arbonne can bridge a gap for people.
  - i. Sometimes that gap can be \$500 a month for groceries, and sometimes it can be \$5,000 a month to help replace a full-time job.
  - ii. And there are some people who are looking to make that top level income of 20K+
- b. Like I said when I introduced myself at the beginning, I was skeptical. But I just began one step at a time. It's a learn-as-you-go process.
- c. Use a guest as an example of what it would look like to get started.
- d. Additional Benefits: Mercedes, Trips, Training & Support.
- e. If you have any questions or even a little bit interested I would love to have a conversation with you.

### 3. **Host a get together.**

- a. (Incentive Options: Extra discount, free products, host baskets)

*Pass out catalog and order forms with a pen or screen share on the TV and scroll through the catalog*



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## **SUPPLIES NEEDED**

- Buckets
- Washcloths
- Hand Towels
- Scarf & Fake Plant for Display
- Body Care Line
  - Cleanser
  - Scrub
  - Moisturizer
  - Oil
- DermAdvanced Line
  - Balm
  - Toner
  - Serum
  - Eye
  - Moisturizer
  - Night Cream (Optional)
- Gelee (Fun in the Sun)
- Primer (Optional)
- 2 Small Sample Gifts to Hand Out for Quiz & Question
- Clipboards
- Pens
- Sell Sheets



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