

Arbonne Sip and Spa Basic Presentation - this works for skin care or nutrition. Feel free to use either Derm Results Advanced or Derm Results Solutions for skin care.

What to bring:

- 1-2 fizz flavors for sampling
- Protein balls (make your favorite)
- Premixed and refrigerated protein shake (make your favorite)
- Bag of Protein (1 or 2 flavors)
- Catalogs/order forms and/or computer
- Greens, Digestion & Microbiome Support, Skin Elixir/ Green Synergy Elixir
- DermResults set
- Small white dixie cups
- Facial Steamer and/ warm washcloths in an insulated bag

Introduction

Thank host(ess). Give a gift for hosting!
Have her share what she loves about Arbonne

About me!

Share your story – include your why! Make this short!

Before I started working with Arbonne... we needed a little extra in the budget every month...I was a stressed out corporate girl... I love teaching but didn't want to get a summer job just to make ends meet... then I found Arbonne and I love helping people - it doesn't even feel like work!

Research shows that the average family needs an extra \$6,000 a year, just to keep their standard of living. Maybe you're in a place where you are looking for something different or need to earn extra money! Watch what I do tonight. I am always looking for people to teach and train to do what I do!

About Arbonne!

Why Arbonne? It's different!

Let's play a fun ice breaker to tell the Arbonne story super-fast! This will explain why I said Arbonne is different. This is a little story about Arbonne. When you hear the word "left" pass the Fizz Stick left and when you hear the word "right" pass it to the right... whoever is holding it

when I'm finished gets to take it home and have amazing healthy energy tomorrow! You'll want to sing a song!

THE LEFT/RIGHT Game Pass 1- 2 Fizz sticks depending on your group size.

Arbonne products combine the best of science and nature, using the purest and finest ingredients that perform to get the RIGHT results. RIGHT next to Pure and Safe, is Arbonne's third philosophy which is Beneficial. It's just not RIGHT to spend money on products that don't work, RIGHT?

Arbonne is a certified B corporation – there are only somewhere between 4,000-6,000 in the world! That's amazing right? A B Corp Certification is a designation that a business is meeting high standards of verified performance, accountability, and transparency on factors from employee benefits and charitable giving to supply chain practices and input materials. It means that you are doing the right things for people and the planet, not just looking for profit.

Our skin is the largest organ of our body. It not only holds us together, but it also allows our bodies to take in nutrients and eliminate toxins. Did you know that many ingredients LEFT on the skin get absorbed into the bloodstream within 26 seconds? Think of nicotine patches, birth control patches, etc. Transdermal delivery is the fastest way to get something into your bloodstream. There are many ingredients being used in cosmetics and personal care products that are not RIGHT for our overall health. Arbonne is not 100% natural. Because we know that not everything in nature is safe right? Poison Ivy for instance...or belladonna plant is 100% natural but will kill you if ingested. Olive oil or coconut oil are awesome, but they won't deliver anti-oxidants into the skin to help with signs of aging, or peel away layers of dull skin. I want cutting edge, anti-aging skincare. I just want it to be safe, right? Arbonne constantly analyzes ingredients for safety.

For starters, a common ingredient in most skin care is MINERAL OIL, which is simply highly refined crude oil. Using mineral oil on the skin is similar to covering your skin in plastic wrap. It creates a barrier on your skin that does NOT allow ingredients to be absorbed or toxins to be released -- and that's just not RIGHT!

PARABENS are another ingredient that are just down RIGHT bad! Parabens are preservatives that are put into products to give them a longer shelf life. Reports show that parabens are being found in breast cancer tumors. This is frightening especially when you consider how many products we use every day that contain them. It is not easy to find products without parabens or mineral oil, but it is so important to your health to be sure that these ingredients are LEFT out of your products. You may want to go home tonight and check your labels! You'll probably say "She was RIGHT! Lots of the products I use now contain parabens, mineral oil, and artificial fragrance."

Last but not least, let's talk about ANIMAL BY--PRODUCTS. Did you know the most prestigious cosmetic companies in this country purchase ingredients from Rendering Plants? Does anyone know what a rendering plant is? Rendering plants are basically collection centers for LEFT--over animal parts. Dead animals from farms and ranches, slaughterhouses, road kill, euthanized animals, old restaurant grease, expired meat, etc. are all sent to Rendering Plants where

everything is ground up, boiled, and the rendered bi-product is sold to cosmetic companies. It's also important to note that companies do not have to list this on an ingredient label; however, if a product is vegan, you can be sure they will let you know.

All of these ingredients are not RIGHT for the skin, and you won't find them in any of our products.

So, get ready for the big finish! Arbonne is the RIGHT company, with the RIGHT philosophy, the RIGHT ingredients, and the RIGHT products that give the RIGHT results. Aren't you glad you're not LEFT in the dark anymore about what's not RIGHT? The End!

So, whoever is holding the Fizz is the winner! Congrats! You'll have some amazing healthy energy when you drink that tomorrow... I think it actually makes me nicer. LOL

IMPORTANT QUESTION: BIG SMILE Ok! Pretend I'm your fairy godmother and I have a magic wand. If I could grant 1 wish for your health or skin... like manage your weight, or have better digestion, have more energy, have smoother skin, what would your wish be?

YOU MAY HAVE TO SHARE YOUR WISH FOR YOUR OWN HEALTH FIRST

Products Introduction

There are 4 main reasons we struggle so much to stay well and maintain a healthy weight.

- 1) We all eat SAD... the Standard American Diet is full of dead carbs, preservatives, food additives, artificial dyes, colors, flavors, sweeteners. Our food supply has become big business and that isn't very profitable for our health.
- 2) We spike our blood sugar over and over again throughout the day with soft drinks, chips, pretzels, biscuits, pasta. We end up resistant to our own insulin and feel so tired, puffy and have a super tough time managing weight...it also accelerates aging.
- 3) Our soil is so depleted of nutrients and enzymes that our food has far less nutrition than ever before so our energy is also depleted. And our bodies dumb down our metabolism to literally conserve calories because it's in starvation mode.
- 4) Our food contains pesticide and herbicide residuals that kill off our healthy bacteria which affects our digestion, immunity and brain health.

We are all at a different place in our health journey. We all have different health issues and priorities and I want to meet you where you are now. I'm going to just share some basic products that support wellness no matter where you are...whether you're at your healthiest, you simply want to start feeling a little better, or you know you need to make some significant changes. What I'm going to share is such a simple habit that I truly believe would benefit anyone - no matter where they are in their health journey. And everyone wants easy! Health can feel hard so I'm going to show you an easy daily habit that can offer long term health benefits!

Green Gut Glow Shot/ Green Synergy Elixir

* you can use the individual products or GSE packets

So, let me introduce you to our GREEN, GUT, GLOW shot!!

Superfood Greens

(actually demonstrate putting a scoop of the greens into a very small glass)

- Nutrients have been so depleted from our food sources simply due to poor crop rotations and tons of chemicals.
- We truly have to supplement to get the vitamins and minerals our bodies need
- Our greens have 36 fruits and vegetables. You get your greens, reds, yellows, and blues in one shot!
- Contains Phytonutrients – substances to help prevent disease
- Antioxidants
- Spirulina – an ancient super food from blue green algae

Gut – Gut Health Digestion & Microbiome Support

(actually demonstrate pouring the gut health into the greens)

- For digestion and microbiome support
 - We all need this – 72% of all people in America report digestion issues
 - Prebiotics, Probiotics (3 billion CFU of bacillus coagulase), and digestive enzymes all in one!
- We need all 3 of these things to fully support digestion and nutrient uptake
- It's so good for you!

Glow – Skin Elixir

(Pour in with green and glow)

- We top off our greens and gut with glow – our skin elixir collagen builder!
- Tons of antioxidants
- High in Vit C
- Hyaluronic Acid – supports moisture in your skin
- Biotin
- So proud of our study on this product that showed 80% of users noticed a difference in their skin within 1 week!

Mix all 3 together in a glass so that they can see with about 4 oz of water ...I bring a little mixer/ frother this really gets their attention or shake it up in a shaker cup OR use a single packet of GSE

Do this green, gut, glow shot every day to support your health – this is just so easy to do and so beneficial! Who is brave enough to try a shot?

Fizz and Protein!

- Want to introduce 2 more nutrition products that I do daily that, again, to really support overall health – Our Fizz and Protein

Fizz

- Everyone's very favorite product
- You know how McDonalds has had over 60 billion burgers sold? Well, we've had over 60 million boxes sold – that's how incredible this is
- I'm a double fizz girl every day!!! And here is why!
- Natural energy boost – slow rise, slow decline
- Increases cognitive function
- Ginseng root
- CoQ10 – powerful antioxidant which also supports cardiac health
- Chromium
- B Vitamins
- Caffeine in a natural source from guarana and green tea – so good for you!
- Tastes SO good and lots of flavors to try

Sample fizz: you can have just 1 or 2 flavors.

Protein

- Best Protein ever!
- Everyone needs a good, digestible protein. This is asol vegan so it digests very easily!
- Has 20 grams of vegan protein – has 3 sources of protein – brown rice, cranberries and yellow peas – makes a complete amino acid score which is something to look for when choosing a vegan protein. If you only use one source, you will not have a complete protein
- Women should get half of their weight daily in protein grams – it's so important for overall cellular repair throughout your body
- Has only 1 Gram of sugar and 5 carbs (choc) or 3 (van)
- Also has 23 vitamins and minerals

Sample protein shake... I bring one shake pre-made in a bottle that pours easily. Keep it in the host's fridge until the party starts. Snickerdoodle is usually a hit. 2 scoops Vanilla Simply 1 protein/ tablespoon almond butter, 1/8 t cinnamon and ice. Blend at least 30 seconds.

Healthy Product Summary

So, these are healthy habits that are easy to do daily that support your health. GREEN, GUT, GLOW shot and FIZZ and PROTEIN, but some people feel like they need a complete reset. For that we have a Nutrition program called 30 Days to Healthy Living. You get a coach, recipes, private Facebook group, and a set of products so that you can replace 2 meals a day with a protein smoothie, enough Fizz drinks to have 2 a day, plus all of the products in the gut glow shot and a few other products to support a health reset. Basically it address the 4 issues I mentioned earlier.

- Increases nutrient intake
- Helps to restore gut balance
- Teaches you how to eat clean
- Teaches you how to eat for more stable blood sugar

It's about \$300 for the whole program, you get 75% of your meals and all of your energy drinks and supplements, tons of recipes a support group and a personal coach. Usually a coach for a month would be \$300 right? Some people choose to start with a 14-day smoothie challenge.

We can chat about what your best fits when we meet up individually.

OK now it's time for some pampering!

Derm Results

Healthy skin starts from within and we can kick it up a notch with amazing skincare so I'll share briefly about our newest skincare line! This is called Derm Results! And the results of this line are amazing!

- Stabilized Vitamin C
- Hyaluronic Acid
- Peptide blend
- Tri-Lipid Complex
- We have the amazing cleanser at the kitchen/bathroom sink. Go wash your face and then head over to the steamer (if you have steamer if not just use a hot washcloth) for a 30 second steam then come on back to the table for the rest of your skincare.

OR

I want you to be able to experience it by trying it on the back of your hand. *(Put a drop of serum on back of hand and then follow up with glow cream – use individual Q-tips for each person.)*

- *When they come back to the table, give them a warm washcloth to put on their face and instruct them to lean back in their chair and relax...after a few seconds mist each person's face with Derm Results Toner or water, then pass out 2 drops of Derm Results Glow Serum 10% (orange bottle) to each person and give a pea size of Face Cream on a Q-tip. You can do all the steps which is totally up to you.*

NOTE: Simply bring headbands and washcloths that you have pre moistened with warm water (keep them in an insulated bag or heat for a seconds in the microwave).

3 Ways to Win with Arbonne

Way #1 - Host

Because Arbonne doesn't advertise, people only learn about us if someone tells them. We are a word of mouth business. When you agree to get a few people together, you can wonderful Host rewards! This helps me build my business & gives you perks.

Way #2 – Customer or Preferred Client

- Buy retail, OR be a preferred client
- PC program is \$29 and you get a minimum of 20% off
- No minimum orders or required autoship and we have a 90-day money-back guarantee
- It's like a Costco membership but better and with a better discount.. and better quality
- It's makes sense to sign up as a PC since the savings are often more than the sign-up fee with your very first purchase.

Way #3 – Independent Consultant

- IC — You share products you love with your family and friends. Those friends can even become Preferred Clients. They get a great deal and Arbonne pays you with every single order they place. Get your own ready-made e-store and you will get a 35% discount on your products at a minimum. This is what I am. I have a ready-made e-store too and at least a 35% discount, but I build a business and teach others to do the same thing--share products you love, enabling you to scale the levels and create an increasing stream of revenue through commissions, bonuses and overrides
- Either way, the IC registration fee is \$99, but again, you get a larger discount and can earn money.
- Check out earnings.arbonne.com to see what is typical and what is possible.

Final Close

Flip your customer profile over and check out our most popular bundles. You can purchase single products as well, but our bundles are the best deals!

If you said yes! I need a Health reset, check out the Healthy Living Set it's a great deal and everything you need to do our 30 Day program it includes the Greens Gut Glow Shot and qualifies you for free shipping and a free full sized product! Or you can choose the Healthy Habits Set if you just want to test drive healthy living, it's a great place to start. If you just want a simple way to feel better and have less bloatthe Greens Gut Glow bundle is sold separately.... And if you're like me and can't live without the skincare....that's the Derm Results Starter Set..this set also qualifies for a free product! And all of the sets get free shipping!

Thank you so much for coming to ____ Sip & Sample!

Now we are going to have shopping time! I'll meet with each of you to make recommendations for what Arbonne products would help you most, whether you're shopping tonight or not. By the time you leave, you'll know what would be best for you! I'd like to start with *Julie* here, unless someone needs to leave quickly.

I just usually stand or kneel next to each person at the table and ask... What piqued your interest? What are you thinking?

Taking Orders

- *Be intentional to immediately start talking with the guests to help them check out – this will avoid awkward silence*
- *Go to first guest and ask, “so what are you thinking” – go from there!*
- *Suggestive sell – “did you want to go ahead and add....”*

Booking Strategies

It's important to book out of your bookings. These are some ideas you could choose from:

- *Have the \$12 clear/green print Arbonne water bottle and place samples inside it. At close, offer anyone who will choose one of your open dates to take one of the water bottles.*
- *Have a basket of Arbonne products and offer whoever will choose one of your open dates to take a product of their choice.*

- *Offer host perks coupon code for anyone who will choose one of your open dates. Be aware that the sponsor will forfeit their profit.*