

# Group Presentation Script

## Arbonne: Healthy Living From the Inside Out

### What to take:

Client profile sheets, clipboards, pens for guest during presentation

Samples: cups, protein bars, RTD protein, chews, 1 bottle each of pomegranate/citrus fizz tabs  
Detox tea bags, (\*do not take RE9 samples or you will end up with \$0 in sales)

Display: Awaken Sea Salt Scrub, 1 of each product from 30 day fit kit so they can see size, RE9 set/  
gold bag, before/after photos, Get Fit Kit when highlighting our business & 1 on 1's.

Checkout: Catalogs, PC order forms, shipping chart, calculator, calendar, specials sheets, info folders, host folders

### What to say and do:

- Sea Salt scrub @ sink, then give cup of Detox tea and client profile sheet/pen
- Welcome guests to gather in room
- Thank Host (have small gift/samples)
- Right before you get started have guests introduce themselves and ask them if they've ever heard of Arbonne. If they have, ask them what is their favorite product.

### **1.) My "I" Story**

- How I was introduced to Arbonne
- Why I decided to start a business (product or biz testimonial)
- What I have gained from building a business (flexibility, friendships, money, recognition/ advancement, confidence, etc)
- What I see happening with my business and our company

Company: Arbonne is a health and wellness company created over 30 years ago.

- Our Research Center is based in Scion, Switzerland where products are formulated
- Our customers benefit from the Switzerland's high standards and precision
- Our products are manufactured here in the United States!

Our Vision:

- Founder understood importance of health and wellness back in 1975, when people smoked cigarettes with their kids in the front seat of the car, unbuckled!
- Arbonne is always ahead in the marketplace in research and development!
- We are paving the way for the network marketing profession. It's a simple form of distribution that allows the company to create superior, high quality, effective products and pay ordinary people like me an income because they're not paying the middle man which consists of wholesalers, advertisers and retailers.
- Provide Mercedes Benz as our company car as it's the safest on the road.

Our product lines include detoxification, weight management, nutrition, anti-aging, and cosmetic products as well as personal care products for everyone in your household from babies to grandparents. These are products you are already buying. We're simply talking about redirecting the money you're already spending to a pure, safe, beneficial alternative.

### **2.) Arbonne Advantage**

Arbonne leads the market in Quality:

- You know how everybody says they don't want to put chemicals on their bodies?
- Most ingredients placed on our skin absorb into our bloodstream and major organs w/in 26 seconds!
- Our skin is our 2nd largest detoxifying organ and I'll help you understand it's roll not just in looking better, but also in FEELING better.

We offer plant/botanically-derived raw materials (organic when available)

No artificial additives: All products are free of artificial colors, flavors, sweeteners and we're gluten and dairy free!

No mineral oil:

- occlusive oil that can interfere with skin functions
- can actually impair your body's ability to cool itself down

No chemical fragrances:

- Arbonne chooses to use plants and botanicals to create scents, colors and aromas

No animal by-products: We are certified vegan.

- We don't test any of our ingredients on animals.
- Toxic animal remains are disposed of and sold as a by product to the U.S. cosmetic and skin care industry, Arbonne has never used these animal by-products.
- It's not just disgusting, it's harmful to our health since there are known carcinogens in animal by products and what we put on our skin does absorb into our blood stream.

Tonight/today I'm going to:

1. Share a few tips on how to slow down the aging process
2. Share some info on how to feel better and boost your energy and your immune system
3. Share an income opportunity that may be exactly what you've secretly been praying for.

Also, I've built a lot of my business through people who know people that I don't know...

- You may think of someone who would also like to hear what we'll talk about tonight.
- It doesn't matter where they live as we can share this information over the phone.
- We can build a business in the US, Canada, Australia or the United Kingdom.

### Let's begin with what's going on **INSIDE** your body:

I want to begin by sharing a few statistics with you that may surprise you – they sure surprised me!

- The #1 killer of both men and women in the United States is heart disease.
- 2 out of every 3 North Americans are overweight or obese and the problem is getting worse.
- For the 1<sup>st</sup> time, there is concern that our children's generation will not outlive their parent's generation due to childhood obesity and diabetes.
- The average American consumes an astounding 2-3 pounds of sugar each week, and over 135 lbs. of sugar per person per year
- In the early 1900's, the average consumption was only **5 lbs.** per person per **year!** Cardiovascular disease and cancer was virtually unknown in the early 1900's.

1980's: our lifestyle and values swung towards convenience with processed, packaged and fast foods that contain a lot of hidden sugar and are high in carbohydrates and saturated fat.

2011: we are learning that our digestive system is overwhelmed with convenience foods and it's showing up in our health.

Is anybody here interested in looking better and feeling better? How about having more energy? Do you know anyone who'd like to lose a few pounds?

Did you know... our genetics account for only 10% of body appearance and overall health, training/exercise are only 10%, but nutrition accounts for 80% of our results.

### 3.) Product information/experience

I'm going to refer to a 30 day fresh start plan a few different times...

- This isn't a diet! it's a map to help you obtain optimum results.
- contains a grocery store list, recipes, meal plan, foods to avoid
- recommended if you're ready to commit to a lifestyle change and you need a jumpstart.
- Why 30 days? one full cycle to train our body to detoxify itself by releasing toxins from fat cells.
- We have a hard time losing belly fat b/c fat cells store the overflow of toxins, which become virtually impossible to burn.

I'm going to read a quick explanation of how important our digestive tract is:

\*\*\*\*\* Our digestive tract is like our 2nd brain. The receptors in our lower GI communicate continuously with our brain, sending messages to release certain amounts of serotonin, endorphins, hormones, among thousands of other chemicals. When our lower GI is covered in mucus and yeast it inhibits the communication and our brain isn't getting the full "order"... kind of like a drive thru window, when you're missing a few items in your order after you pull away from the window! Our bodies aren't getting what they need to function properly. Did you know over 3 million Americans, 90 million people world-wide- suffer from symptoms associated with fatigue? (James A. Duke, PhD) So if you experience symptoms of brain fog, fatigue, pms, irritability, loss of concentration, constipation, diarrhea, anxiety, depression, eczema and/or psoriasis, difficulty losing weight, acne (just to name a few)... understand that it may not be in your head... it's probably in your gut! We aren't claiming to cure illnesses and we want you to talk to your doctor prior to making changes or stopping any medications. But biomedical research shows us that in mild cases all we need to do is correct our gut, and our body can fix itself. \*\*\*\*\*

#### Step 1: Eliminate certain foods

- limit and/or completely avoid foods that are highly addictive and allergenic in order to detoxify, help fat cells to release toxins
  - no dairy, gluten, wheat, sugar, complex carbohydrates, caffeine and alcohol- all known to feed Candida yeast

#### Step 2: Incorporate healthy foods

Nuts, lean protein, whole grains and vegetables

Here are suggested products from our **30 day fit set to support step 2:**

- **energy drinks** to replace coffee and soda; boost and sustain energy and control appetite w/ only 10 calories and they taste great!
- **weight loss chews** to help control appetite & sweet tooth, a great snack for in b/t meals
- **detoxifying tea** (you samples as we you came in) contains milk thistle and green tea to support toxin elimination
- odorless, tasteless **fiber powder**, shown to reduce caloric intake by 90 calories a day!
- lastly, we include **protein powder** which provides 20 grams of easily digestible pea and cranberry proteins per serving (pass around protein bars and smoothies to sample)

#### Step 3: Supplement

- Incorporate our **7 day cleanse** during week 2 of the 30 day program
  - corrects the ph of our body and helps remove hardened mucus and even yeast overgrowth
  - gently pulls toxins from major organs and fat cells and flushes them out of our system.

**Essential Power Packs!** (show them the glass of water with content in them and stir, don't include green pill) "We can either take supplements now or take prescription drugs later!"

- "It's not we we eat, it's what we absorb!!"
- USP pharmaceutical grade
- cold-pressed- which means they don't lose any potency during manufacturing
- break down easily in stomach for maximum absorption and an increased uptake of nutrients
- convenient on-the-go packages to eliminate the hassle of opening several bottles

What's included?

- Green pill: prebiotics, enzymes and probiotics
- Yellow pill: multiminerals and multi vitamins
- Brown pills (3) calcium and (1) antioxidant which received an orac score of 10,000!

Are you willing to pay less than \$3 a day for nutrition instead of a latte or a few diet cokes?

**Digestion plus! (Optional depending on time)**

Our Power Packs contain probiotics and enzymes but they have just enough to maintain a healthy balance in our digestive system.

Here's how to tell if you need the Digestive Plus:

- You have symptoms of a yeast overgrowth in your lower GI (mentioned earlier)
- May be necessary to stockpile probiotics and enzymes for 30+ days to gain control of our digestive tract, then maintain w/ the power packs
- Probiotics slow down the production of disease causing bacteria and they help scrub away yeast overgrowth in our lower GI, **Prebiotics** protect the **probiotic** as it makes its way through our upper GI.
- Enzymes help break down protein and carbohydrates into tiny molecules.
- According to a study done at Rice University, "70% of American's are living daily with an overgrowth of yeast and bacteria."
- As Dr. Michael McCann, MD, physician and researcher, puts it, "Probiotics will be to medicine in the twenty-first century as antibiotics and microbiology were in the twentieth century."

**Immunity Booster! (Optional depending on time)**

- Keep on hand for that first sniffle, body ache, or when feeling sluggish
- Elderberries alone are known to fight off 8 strains of the flu
- Vitamin C, D, B-12, zinc, selenium, riboflavin

Arbonne's Essential products

- Support a healthy living lifestyle so you can meet your goals, decrease your risk of heart disease and cancer, and have more energy and stamina throughout your busy day!
- We are simply re-directing consumer spending to products that are higher quality, pure, safe, beneficial and convenient.

## Let's quickly review the 6 steps to improved health:

1. STOP feeding the bad bacteria by removing dairy, gluten, caffeine, alcohol, sugar from your diet. 1 day at a time...you can do it!
2. ADD nutrients; vitamins, minerals and antioxidants and lean protein
3. REMOVE toxins/mucus internally with 7 day cleanse
4. REMOVE bad bacteria, yeast and parasites by adding pre/probiotics and enzymes to your diet
5. EXERCISE regularly
6. DECIDE each day to make healthy choices to keep your body functioning optimally

I'll explain the pricing at the end, but if you purchase the 30 day set you can get 1 month of the daily Power Packs FREE!

We started with what's going on w/ us on the inside, let's finish with what's going on on the OUT-SIDE. Our skin is our 2nd largest detoxifying organ, what we put on it each day does matter!

## RE9 Advanced is one of our most exciting and popular product lines!

Six products that work together to visibly reduce and prevent the signs of aging through 9 powerful and effective anti-aging ingredients, showing clinical results in 24 hours!

We're going to quickly try some of the products on the back of one hand so that you can feel the difference immediately:

### 1. RE9 ADVANCED soothing facial cleanser

- cleanses, smoothes and renews skin's surface
- removes dirt, oil, make up

### 2. Regenerating toner

- Purpose of the toner is to bring the skin back to the proper pH
- No SD-40 alcohol or acetone which strips your skin

### 3. Intensive Renewal Serum

- Purpose is to increase cell turnover rate
- Powerful blend of clinically proven, collagen-supporting ingredients
- Include vitamins A, C, and E

### 4. Corrective Eye Crème

- Exclusive blend supports collagen, reduces puffiness, diminishes dark circles.
- Skin around eye are is tissue-paper thin, requires different formulation

### 5. Restorative SPF 20-Day Crème

- SPF 20
- protects healthy skin cells w/ hydration, vitamins, antioxidants

### 6. Night Repair Crème

- Our skin is able to repair more efficiently while we sleep
- Corrector

## Neck Cream

This cream visibly firms and tightens the delicate skin to smooth the appearance of fine lines and wrinkles. A sample size of the neck cream comes free the RE9 Advanced Set.

Now, compare your hands.

- Note the difference in the feel AND appearance
- This is after only 1 application of our incredible products!
- Hint: essential plant oils penetrate the skin, mineral oil does not

This wraps up our product experience, now I'd like to ask you one more question...

## 4.) Is this business for you?

- We never know who's at a place in their life where they're looking for more income or more options.
- We have a simple system! Marketing, products and trainings are already done for us; we help you put this jet-pack on and you're ready to earn an income immediately!
- Anti-aging is a million dollar industry, and health and wellness is a billion dollar industry!
- Do you want to be a part of this when it hits the trillions as it's expected to in the next few years?
- We are simply re-directing the money people are currently spending on personal care and health and wellness products to products that are extremely effective, safe and pure.
- We are currently in only 4 countries: UK, Australia US and Canada. Because we are internet-based there are no boundaries or territories. We have a system to launch any consultant any where in the world! And we rarely deliver products. Arbonne drop ships them directly to your preferred clients doorstep.
- Not sure? Invite a few friends to sit around your kitchen table, sample products and see what happens!

## Average incomes

- Consultants earn \$30-\$100 a month, enough to pay for their Arbonne "habit" ☐
- District Managers earn between \$200 and \$1,200 a month depending on how many bonuses they choose to earn.
- Area Managers average \$2,000 a month
- Regional VP's average \$5,000 a month + \$800 Benz Bonus
- National VP's earn an average of \$21,000 a month + \$1000 Benz bonus, but no glass ceiling.  
\*commissions and overrides are based on personal efforts and are not guaranteed.

## 5) 3 ways to win!

Client: Great customer service and high quality products!

Preferred Client: Save!

- 20% discount on all orders w/a 1 x \$29 membership (no min monthly orders)
- Receive a FREE product (1 product up to \$100 value) w/ a \$150 retail order (price before your discount)
- Write down your wish list and I'll explain the specials as we checkout to make sure you get the best deal for you and your family.

Consultant: Earn! Not only do you get 35% off the retail price but you can earn commission and overrides from preferred clients when they 1<sup>st</sup> order and when they reorder.

## Closing Instructions:

- Did you have fun? Do you want to shop at retail or a discount today? Are you intrigued by this income opportunity? Would you like to earn up to an 80% discount off products on your wish list by scheduling a time tonight to gather a few friends yourself?
- Here are our order forms, if you'd like to see a full catalog I'll have one at the checkout table with me.
- We have budget-friendly packages so just show me your wish list at the closing table and we'll get you the best bang for your buck!
- Is there anybody here who needs to get out of here 1<sup>st</sup>? I'll be at the table to help!
- Thank you again for taking the time to come and listen, YOU matter, and we're glad you came!

Have "4 square close" ready at close table

\$150 retail order = 1 Free product (up to \$100 in value) as a new PC

Purchase w/ purchase: 7 day cleanse @ 50% off when they order the 30 day set + 1 free product as new PC.

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