

1. To Begin .. Squeeze pea-sized amount of Rescue and Renew Detox Wash in buckets for bubbles. Prepare hot washcloths. (can also use Shea butter body wash)

Drop ½ tsp (small amount) of R&R Detox Bath Salts into buckets before or during introductions.

- *helps remove surface impurities*
- *contains lavender & grapefruit and turmeric*

Welcome. Thank Guests. Thank Hostess.

Who has heard of Arbonne?

Ask: "if time and money were not an issue and you knew you couldn't fail... what would you do?"

Arbonne Story: If you asked me that question ___ years ago the last thing on my list would have been Arbonne. I was very skeptical and didn't think these things worked. I saw a lot of these people as pushy and crazy sales people! BUT -I gave in all those years ago and here I am still! I thought if my sister in law could do it then so could I.

Pass out a "dab" of **R&R Detox Gelee.** Instruct guests to massage into neck & shoulders or sore muscles

- *therapeutic gel, like BenGay but without the stink*
- *perfect for sore muscles/joints, sunburns, aches & hydrating the skin.*
- *contains sea plants that cool, VitaminE, moisturizes, & detoxifies (grapefruit, lavender, tangerine, & orange essential oils) also contains Green Algae and Shea butter*

Sample the **Rescue and Renew Face Mask** here - give a little for the nose.

Explain the Dumb Game - just listen tonight and at the end I'll ask some questions and the one who answers the most gets to pick a product.



2. What is Arbonne and what makes what makes our products unique?

- **Anti-aging & Wellness** company, founded in **Switzerland**, around for **over 35 years**
- In the **US, CANADA, UK, AUSTRALIA, NEW ZEALAND POLAND, TAIWAN** and **Germany** in 2018
- Products **made in the US** but follow **European guidelines**; - strictest global standards
- “**Arbonne**” means “**beautiful tree**” & Our motto is **Pure, Safe, & Beneficial**
- **Vegan -Certified** (no animal by-products, not tested on animals), **Paraben Free, & Gluten Free**
- **No artificial colors, flavors, sweeteners, fragrances,**
- **No petroleum by-products or mineral oil**
- **Botanically-based ingredients & Science** makes them **WORK!**
- **Clinically -proven RESULTS.** No more product graveyard!

**Whatever we put on our skin can be absorbed very quickly. (think hormone, nicotine, pain patches- they go ON and absorb IN)*

Arbonne is continuing to improve ingredient standards. Always making cleaner products!



3. RE9 Advanced Skin Care System-

Orange Stem Cells, Vitamin C, Peptides which smooth skin and lessen wrinkles

- Clean formula, GOLD standard, clinically proven to start working within 24 hours!
- preventative & corrective, improves skin health, dramatically diminishes the appearance of fine lines and wrinkles, restoring the skin's youthful appearance and protects the skin from further damage.
- PH Correct (adjusts to all skin types).

Smoothing Facial Cleanser: Hand out pea-sized amount to guests to wipe face clean

- deep cleans without stripping the skin- no dry, tight feeling.
- citrus fresh aroma

Sample Here: **Genius Pads, or Cellular Renewal Mask, or Detox Face Mask**

Regenerating Toner: Mist into air to demo, 1--2 mists on the face, pat into skin

- corrects your PH balance so the rest of your products will work better
- closes pores, dissolves blackheads and improve skin firmness
- alcohol--free, uses witch-hazel instead (healing and gentle astringent)

Intensive Renewal Serum: Hand out pea-sized pump, do other side of face

- vitamin cocktail for your skin, feeds the skin nutrients, repairs cells, reduces redness and wrinkles, and moisturizes

prevents and lightens age spots and scars

Cellular Mask: Papaya enzymes
Removes dead skin for smooth glow

Genius Pads: Exfoliate,
Promotes skin cell turnover

Brightens Skin

Reduces dark spots

Detox Face Mask: Oil pulling tech
to remove excess oil, rosemary oil
for moisture. French Pink Clay



- 4. Instant Lift Gel:** a.k.a. “Model in the model/instant face-lift” Hand out pea--sized amount. Instruct guests to **apply to half the the face, rubbing up and back, and hold for a brief minute**
- short-term effects: feel the skin tighten, see it smooth out wrinkles,- lasts about 5--7 hours
 - long-term effects: peptides produce more collagen and elastin, skin retains its moisture and firmness

- Corrective Eye Cream:** Tiny dot onto ring- finger, dab gently under and around the eyes
- eye area is thinnest skin with no fat around the area so it needs a special moisture
 - reduce puffiness, lighten dark circles, smooth the skin and get rid of “crows feet”

- Extra Moisture Day Creme SPF or Restorative Day Creme w/o SPF (on side with Lift Gel)**
- protects the skin from UV rays, free -radicals, and environmental damage
 - visibly firms and gives you a radiant glow
 - Not greasy (doesn't contain mineral oil), has stabilized Vitamin C and Orange Stem Cells

Night Repair Cream (on side without Lift Gel/Day Creme):

- our most luxurious product- skin feels like velvet in the morning
- wash face at night and use night cream b/c your pores open up at night, and the skin is correcting, and regenerating while you sleep - promotes cell turnover and refined skin while it repairs and heals damage

Age Defying Neck Cream

*Neglected area, appears to age faster,
Firms, tightens, and smooths the appearance of wrinkles*

Sample **Primer** here



- 5. FOOT Spa** — Pass out a **small scoop of Detox Scrub** from our Rescue and Renew product line.
- essential oil blend with Grapefruit, Orange, VitaminE, Avocado & Passionfruit Seed
 - exfoliates dry, dead skin & impurities, as well as hydrates for smoother skin
 - can be used from neck down.

Instruct guests to **“towel dry feet when finished scrubbing”**

Pass out a **small squirt of of Detox Oil in one hand AND Detox Lotion in the other hand.** Tell participants to **smell each & rub together. Apply all over the feet**

- hydrates dry skin & smooths the skin's surface
- Contains grape seed oil, sesame oil, sunflower oil, and Vitamin E
- Lotion contains Shea Butter

Sample our **NEW Essential Oils – cold pressed or steam distilled, topical or aromatic use only**
Lemon, Peppermint, Lavender and Harmony (use the meet the product sheets)

Pass out a **small dab of Anti Aging RE9 Firming Body Cream** to apply on **Arms, Legs, Belly, or “Trouble Spots”**

- Great for repairing cellulite and stretch-marks
- Anti-Aging ingredients help restore collagen and elastin

Sample and share about **Shea Butter** body wash and body lotion options.



6. Push tubs out of the way and Pass around **Genius Ultra** for guests to try. Ultra Sound Technology - Skin is rigged like a potato chip - Ultra warms skin and uses ultra sound to deliver product deep into the layers of the skin. Giving our Anti - Aging products a massive boost!

Nutrition Products

Our Vegan and Gluten Free certified products are developed with premium blends of vitamins, minerals, botanicals, antioxidants, enzymes, probiotics, probiotics for maximum product effectiveness.

Amazing Vitamins for men, women and children.

Protein Snack Bar with 10 grams of Vegan Protein, 4 grams of fiber and only 5 grams of sugar.

Share and Sample here:

Protein Shake - with 20grams of Vegan protein made with Cranberry, Rice and Pea and/or
Energy Fizz Sticks with Vitamin B12, B6, antioxidants, Green Tea, Ginseng - YUMMO
Digestion Plus



7. 4 options today for you:

1. Retail

- Prices are in the catalog, equivalent to department store products or nutrition store
- 45 day guarantee on everything

2. Preferred Client

- for the discount shopper, 20% discount all year
- \$29 fee for membership (similar to Costco- pay yearly to shop at a discount)
- \$150 retail on your first order (20% off this) = Free shipping

3. Consultant

- Switch gears a little bit - I have talked a lot about the products so I'll share a little about the business. If you're not interested - that's ok! I understand as I wasn't either at the party I was at. I wasn't too concerned about wrinkles, but I did worry about not having enough money to last the month! I was quite skeptical and did not want to be that pushy salesperson or be that girl! I also didn't have enough time or money. But my plan A wasn't working and we needed a plan B. Whether you need \$500 a month for gas and groceries or \$5000 to replace a full time income. If your plan A is not working and you need plan B - I would love to chat with you. It's really about having a couple of parties each week and I come along side you as you learn.

4. Host your own get together

- pencil in a date, **you get ____% off your order today!**
- Arbonne water bottle filled with samples for you to take home today!



8. Dumb Game Questions:

1. Where was Arbonne founded? *Switzerland*
 2. Does Arbonne test on animals? *No - we are Vegan*
 3. How many grams of protein in our protein shakes? *20*
 4. How much does it cost to be a Preferred Client? *\$29*
 5. How much does it cost to be a Consultant? *\$79*
 6. Whats the Arbonne car that you can earn? *Mercedes.... explain levels quickly: DM: \$300 - \$1000
AM: \$1000 - \$5000 RVP: \$5000 - \$10,000 and the CAR*
- Tie breaker question: What does an NVP make monthly?*

