

Slide 1 ARBONNE TITLE SLIDE

If you are on Zoom, stay in Gallery View. Don't "Share Screen" the slide presentation until after you welcome everyone and share your Why Story.

If this is a Zoom Launch, wait until after you welcome everyone, introduce your Upline, you share your Why Story, and Upline share's their Why Story.

Welcome Everyone— My name is (Name), and I am an (Title) with Arbonne.

I'm so happy and excited that you are here. In my opinion, you are about to learn about one of the greatest business opportunities in our economy today. This a business where ordinary people can change their lives and make a difference in the world.

Before I share more about this incredible company, opportunity, and products, I'd like to share a little bit about my story.

Share your short 3 min WHY STORY here. *Share authentically. Share your vision. People follow those who know where they are going. Be bold.*

ZOOM- SHARE SCREEN- SHARE SLIDE PRESENTATION

Slide 2 WHO WE ARE

Who are we? We are healthy living enthusiasts who believe everyone can flourish, by being good to themselves, their community and the planet. We empower people to flourish with sustainable healthy living.

Slide 3 Petter Mørck- 40 YEARS LOGO

Arbonne was founded in 1980 by Petter Mørck, an entrepreneur ahead of his time. He had the foresight to predict what people would be demanding from their products and the lifestyle they'd be searching for. He wanted to create meaningful opportunities for people to earn money and rewards superior to anything available in our industry.

Slide 4 WHY NOW?

When you look at what is happening in the world today, you'll see how Arbonne is relevant to what people are wanting and needing right now.

Work habits are changing.¹ People are looking for ways to be their own boss, so they can have personal flexibility and take control over how they spend their time.

Social businesses are growing. People are using social media to stay informed and find solutions. We are shopping and communicating online and online businesses are booming. And your recommendations count - 92% of consumers trust recommendations from people they know directly.⁴ Almost everything you buy is from word of mouth.

Global wellness is booming.⁵ This is a 4.2 trillion-dollar industry that continues to grow. Now more than ever, people are focused on what they put on & in their bodies.

Slide 5 CONSUMER DEMAND FOR WELLNESS

Consumers today have a demand for wellness. Arbonne caters to three trends that are leading industry growth and it's what consumers are looking for.

- safe and clean products
- weight management, and
- ways to reduce stress.
-

We have the products that people are looking for.

Slide 6 WHY ARBONNE?

Arbonne's healthy living lifestyle and entrepreneurial business opportunity helps people and communities flourish. Why? We have:

- A holistic approach that looks at the whole person. Mind. Body. Skin.
- Clean products that deliver results. Our products actually work.
- A Business Opportunity that promotes healthy living and fosters a positive mindset.
- Our business model is Network Marketing which is word of mouth referrals. It's a business that rewards your efforts with the most generous, fair and ethical compensation plan. Today, Arbonne is in 6 countries across the globe; US, Canada, United Kingdom, Australia, New Zealand, and Poland. You can build a business and sell to clients in all these countries.

Slide 7 OUR APPROACH

When it comes to the products we offer, we believe in a holistic approach to beauty, health and wellbeing, focusing on the whole person to help you flourish from the inside out. Mind. Body. Skin.

The mind-body-skin connection is just how our bodies work. When you have an imbalance in your gut it can show up on your skin. When you're stressed, it can show up in a variety of ways in your body, like an upset stomach, energy levels etc... we offer products that support how our bodies work.

Slide 8 TRANSPARENCY

Arbonne is committed to 100% transparency to deliver the most effective products you can trust. Our ingredients policy is built on four key factors rooted in science. These pillars are what give us our competitive advantage.

1. We use plant-based Ingredients
2. We have high ethical standards that bans over 2000 ingredients on our Not Allowed List. In Europe over 1400 ingredients are banned. But in the U.S only bans 11.
3. We co-develop our products with Our Scientific Advisory Board, who are leading experts in integrative medicine and holistic health.
4. We do scientific and clinical testing to prove the efficacy and safety of everything we offer.

We have many third party certifications.

- We are 100% Vegan, gluten-free, cruelty-free, and non-GMO.
- Formulated without dairy and artificial sweeteners.
- Our SportsLine is Informed Sports and BSCG certified.
- And our Nutrition Essentials Line is OU Kosher and Halal Certified.

Our products add so much value, speaking to the needs of everyone. And we offer a 90-day money back guarantee so you and your customers can have complete peace of mind.

Slide 9 SUSTAINABILITY

Arbonne is committed to increasing its sustainability measures by decreasing waste, reducing plastic, and increasing recycling.

- We are a B Corporation Certified company focused on caring for people and the planet, not just profits. We have the highest standards across multiple measures including environmental impact, customer and employee welfare, and social impact.
- Globally, we are partnered with TERRACYCLE® to recycle hard-to-recycle pieces. And we are committed to eliminating 50% of our plastic packaging by 2025.
- We also have a goal to reduce our carbon footprint by 30% by 2030 to make us a zero waste company, and we are already 22% there.

Slide 10 OUR PRODUCTS

Arbonne offers a wide range of consumable products that cover every need for the entire family, from our top selling nutrition and skincare, to makeup, baby and body care. Everyone loves our products, so they re-order our products, and that means happy loyal clients *and* repeat commissions for our consultants.

Slide 11 30 DAYS TO HEALTHY LIVING

- 30 Days to healthy living is Arbonne's #1 nutrition offer. These products taste amazing and the program is simple and easy to follow, especially if you are new to making different choices.
- The program teaches you healthy habits for life. You focus on gut health, whole food clean eating, gaining confidence, prioritizing rest, and a more positive mindset. You join our community, where we provide meal plans, recipes, grocery lists and tons of support.

Presenter Tip:

- Share personal experience with program. Talk about how easy it is to follow and how delicious the shakes are, etc. Make it personal and real. Using generalities are fine.
- Examples you can use are: *I feel better. I feel like I have more energy and sleep better. No more foggy brain. I feel like my skin is clearer. I love how I feel after the 30 Days to Health Living Program. I feel my mind, body and skin have all improved because of it.* [Reminder: do not claim that Arbonne products can cure, treat, heal, support, assist, alleviate, prevent, protect or mitigate any type of medical ailment.]
- If you share a fact about a product, please use a fact from its Meet the Product Sheet. Arbonne's products are not tested to support weight loss. Do not state that Arbonne's products or 30 Days to Healthy Living Program is a weight loss program.

Slide 12 AGEWELL SKINCARE

We offer a wide range of skincare for every need. Here, we have our most popular line, AgeWell, which features Bakuchiol — a plant-based alternative to retinol — just as powerful, yet more gentle on your skin. This skincare uncovers youthful looking skin without the harsh ingredients.

And so, by combining our delicious nutrition and effective skincare, our clients experience the ultimate in healthy living from the inside out.

Presenter Tip:

- Insert your own testimonial ie. how your skin feels, smell, texture. Using generalities are fine. Examples you can use are: *My skin is clearer/ brighter/ more even / feels more hydrated/ feels firmer.* [Reminder: do not claim that Arbonne products can cure, treat, heal, support, assist, alleviate, prevent, protect or mitigate any type of medical ailment.]
- If you share a fact about a product, please use a fact from its Meet the Product Sheet.

Slide 13 HOW IT WORKS

So, how does this business work? First, think about the consumable products you use in your home every day. And, have you ever recommended those products to others? Of course! We do that all the time with products, services, restaurants, movies, and books, and our recommendations result in a purchase. That's how Arbonne works too.

As a consultant, you share the products you love to others, sell them to Clients, and earn commissions on your sales. There are several ways to share the products and business from your phone or laptop, and it's really simple. You share your website link with your potential customer or new business partner. They click that link, register, choose the products they want order, pay, and Arbonne delivers their order straight to their doorstep in 2-3 days business days. This means you don't handle any money, have stock, or deliver products. Arbonne takes care of everything for you.

The brilliant part is that all of Arbonne's products are highly consumable- meaning when they run out, they need to be re-ordered again. Repeat orders mean repeat commissions.

This gives us the option of earning money in a very different way. Our business model is simple.

You'll have the chance to earn extra money because there isn't a limit to the amount of people who shop, or buy, on your website at the one time. People shop when they want, while you are living your life doing other things.

Slide 14 EVERYONE CAN FLOURISH WITH ARBONNE

Arbonne champions authenticity through a passionate community that's diverse, inclusive and welcoming.

- Everyone can succeed with Arbonne. This is a level playing field. Our community of consultants come from all walks of life, backgrounds, professions, education, races, cultures, religions, and lifestyles. And what brings us together is that we are passionate about helping others. If you would like to be a part of our community, there is a place for you.
- In Arbonne, you get our product line, and our successful business system for a very low start-up cost. You benefit from free training and support, existing products, a fully managed warehouse, a delivery system, an e-commerce personalized website, a customer service team, and a group of people who's mission is to help you succeed.
- You are in business for yourself, but never by yourself. You're joining a group of mentors with track records of success that want to teach you everything you need to be successful. We're here to share our knowledge and celebrate your success along the way.

Slide 15 HOW TO EARN

There are three ways you can earn.

1. Personal Sales. You sell something, you earn commission. You get paid commissions every Tuesday.
2. Building a team. This is where the fun begins! The potential for real leverage happens when you build a team. Not only do you get paid commissions on your personal sales, you also have the opportunity to earn commissions by helping your team build their customer base and their team all over the world, in any of the countries Arbonne is in.
 - There are only 4 levels of the compensation plan, and with each level, as you build your team, your earnings potential grows. Make sure you go to earnings.arbonne.com to see the earnings potential at these levels.
 - They range from XXX a month at the first level to XXX a month at the top level.
 - Some earn more, some earn less, but the potential scalability is huge.
3. Cash Awards are offered to all Consultants. These can be earned at every level, based on sales performance. You can also earn the VP Success Award which is cash that goes towards a white Mercedes Benz.

Slide 16 MAKE HEALTHY LIVING YOUR BUSINESS *(Leave on this final slide)*

To sum it all up, building a business as a Consultant looks like this:

- You can own an online business with a low start-up cost of \$___ and minimal risk.
- Enjoy a 35-50% off savings on products that you will love.
- You can work your business from your phone or laptop whenever and wherever you want.
- Work this business alongside your career, family, and commitments. And if you are busy, we will show you how to schedule it in, even for just 15 minutes a day, so that you can be smart with the time you have and still make progress.
- You will get the support and training you'll need to create what you want from this.
- You'll be part of a positive and uplifting community.
- You can earn money through our generous, fair, and ethical compensation plan, earn rewards and incentive trips.
- AND the best part, you can maximize and leverage your time by building a team. Most people trade time for money working an hourly wage job, and when you don't work, you don't get paid.
This business is a different way to make money and gain time.
- You'll love sharing our mission for health living to improve mind, body, and skin. We are all about adding value in every way we can.

Note for presenter: SHARE THE REGISTRATION IN COUNTRY YOU ARE PRESENTING TO
\$49 US, \$59 Canada, £30 UK, \$65 Australia, \$75 New Zealand, 149 zł Poland

STOP SCREEN SHARE. GO BACK TO GALLERY VIEW.

If you are thinking that our products sound amazing and would like to try them:

- You can become a Preferred Client for \$____. Shop at a 20- 40% off all year round, get free shipping and free products. 90 day Money back guarantee. I'd love that support. or [AT A LAUNCH: Why not switch your current brands with Arbonne and support XXX. It's a great way to support your friend's Arbonne business.](#)

\$20 Canada, \$29 USA, £10 UK, \$20 Australia, \$30 New Zealand, 39 zł Poland

And other ways to support me / your consultant without spending a dime:

- You can refer a friend and add value to them by giving them the opportunity to learn about Arbonne. This is a **referral-based business**. And now that you understand all the value offered, when you hear people worried about their finances, jobs, health and wellness, or hear people wanting more, you can say, "I know someone who can help— I can refer someone to you". It would be my /our pleasure to help your friend.
- You can host a quick group info session on zoom or a 15 minute Facebook Party, where all you do is invite your friends, and then I do/ [your consultant](#) does the rest. Hosts get Host Perks too.

CLOSE- CALL TO ACTION:

Now, before we wrap up, let me leave you with somethings to think about.

- What would you do if you had extra time and money?
- If you keep doing what you're doing, where will you be in 5 years? If you spend 5 years working this business around your schedule, how different could your life look?
- Ask yourself, "What if this works?" Arbonne works, and I am/[we are](#) ready to lock arms with you on this journey.
- I / [We](#) have 2 questions I'd / [we'd](#) love you to answer. You can text them to me / [your consultant](#). I'm so eager to hear your feedback! [AT A LAUNCH- I'll start a 3 way chat with you and upline's name so we can make sure we can add the most value to you. I'm also new to this, so I know I'll learn a lot from your feedback. I can't wait to hear what you think!](#)
 1. On a scale from 1 to 10 —1 being "no thanks, but cheering you on!" and 10 being "I wanna do this, what's next?"— What is your interest in starting your own Arbonne business? I want you to own your number and share that with me so I can serve you. This is *your* opportunity.
 2. What did you like about what you learned in this presentation and what hesitations do you have, if any? Your honest feedback will help me empower you to make the best decision for you. My goal is to understand how you're feeling about this business and to give you a solid understanding of its potential for you and anyone you might know. I love that I get to add value in this way. I'm looking forward to you hearing your feedback!

So that's Arbonne! I hope something resonated with you and spoke to your heart in an inspiring way. You deserve the best this life has to offer. And I believe my business can be a way for you to create more and give more. Thank you so much for taking the time and for your support.

BONUS SCRIPT: Here is a compliant way to talk about the Compensation Summary.

Presenter Note: You can offer to show them the Independent Compensation Earning Statement at the end of the presentation so that they can see the earnings potential for each rank.

- Always share while referencing the entire ICES Document in the country you are presenting to. These documents for every market are available at Earnings.Arbonne.com.
- The example below shows the Cash Award numbers for Canada. Make sure you quote the correct numbers in the market you are presenting to. These are found in SuccessPlan.

Now, let me show you the earnings potential. Here is a copy of the Compensation Summary. Show the entire ICES document through earnings.arbonne.com.

There are only 4 levels of management in Arbonne, and with each level, as you build your team your earnings potential grows. Let's go over those levels:

Level one: District Manager. We will teach you how to reach this level as soon as you are ready (or, as soon as you tell us you're ready). The average earnings at this level is about -fill in latest average- a month. Some earn more, some earn less. At this level, you can also earn a \$240 cash award every month based on your team's sales.

Level two: Area Manager. The average earnings at this level is about -fill in latest average- a month. Some earn more, some earn less. The cash award you can earn at this level is \$480 a month based on your team's sales. At the level of Area Manager you will be able to will your business to your family or whomever you want.

The next two levels is where things get exciting!

Level three: Regional Vice President. The average earnings at this level is about -fill in latest average- a month. Some earn more, some earn less. The cash award that you can earn at this level is \$720 monthly based on your team's sales. If you have seen a white Mercedes on the road with an Arbonne emblem, it's because at this level, you can qualify to earn the VP Success Award which is cash that goes towards your white Mercedes. The rewards here are amazing! When you reach this level, you're among the top 2% in the company. This is where you can really start benefiting from true time freedom and flexibility!

Level four: National Vice President. This is the final level and here you are in the top 1% of the company! The average earnings at this level is about -fill in latest average- a month. Some earn less, some earn more. At this level, you can also earn the \$720 monthly cash award based on your team's sales, and you qualify to earn a higher VP Success award to go towards your white Mercedes. Another exciting reason to become an NVP is, you can qualify to earn a trip to Maui every year for you and a guest to attend our NVP Leadership Retreat. Being at this level can be life changing! I'm sure you can see that when you get to this level, you can truly live a life by design! Once again, if you would like more information about potential earnings, just go to earnings.arbonne.com.

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