

Healthy Living Inside & Out Presentation Script

How to use this Script

This Healthy Living Inside & Out Script is meant to be a guide for what your basic group presentations should look like. It's important to read it over and familiarize yourself with the content so that when you use it at your shows it feels natural and authentic. I encourage you to add in your own testimonials and stories as you go through (being mindful of the timing) as those will be the most important piece to bring the information together in a meaningful way! A few things to remember as you go into your show:

- You want to engage with your guests by asking questions, sampling products, and allowing them to share their own testimonials
- You want to keep your presentation to about 20-25 minutes to allow for lots of connection & question time and helping guests with their orders
- Although the descriptions have been outlined for all the featured products it isn't necessary to go through each one. The idea is to help them understand the "system" of products and how best results (and best deals) come from using the entire system
- I encourage you to go through this script and make it your own. Add in notes of your favourite speaking points or highlight the pieces you don't want to miss
- Using this script even after you become really comfortable with the content is important as it shows your guests that they can do this too
- If you don't have the answer to a question asked just politely let them know you will find out the answer and get back to them so as not to give incorrect information
- Your 3 minute story at the beginning as well as your close are the most important parts of your presentation. In this story you're sharing why you started with Arbonne, what saying "yes" to Arbonne has meant to your life so far and where you're going with it. This story is meant to be compelling and to connect with your guests while casting a vision for what's possible! Prepare & practice this beforehand and get feedback from your sponsor. **VERY IMPORTANT!**
- At the show you are the professional there to help people discover what might be in Arbonne for them. So don't hesitate to make recommendations – whether it's for a PC membership, an ASVP, hosting, or taking a closer look at the business – people will appreciate your recommendations as to what the best next step is for them...especially when it's coming from a genuine place of serving
- The purpose of your show is to connect with your next Client/Preferred Clients, Hosts AND Business Partners/Consultants! If you meet someone that you would love to partner with in this business be sure to tell them that at the close table and ask if they'd be open to learning more...sometimes all you have to do is ask!
- Have fun, be yourself, and enjoy this experience of sharing Arbonne with others!

What to Bring

Supplies:

- Catalogs
- ASVP Close Sheets – laminated
- Free Product list - laminated
- Guest Care Cards – printed
- Order forms – printed
- Host Rewards flyer - printed
- Pens
- Clip Boards
- Calculator
- Hand Towels
- Diffuser
- Arbonne Water Bottle (for fizz samples)
- Arbonne Shaker Cup (for protein samples)
- Sample size paper cups
- Discover Arbonne Brochure/Opportunity Packs
- Any host gifts/booking gifts you might be using

Products:

- Re9 ASVP
- Nutrition ASVP
- Rescue & Renew Scrub
- Re9 Retexturizing Serum in Lotion
- Favourite Oil for diffusing (Harmony or Focus blend)
- 5 Favourites being mindful of your crowd and what would appeal to them
 - Suggested favourites/bestsellers to showcase: Prepwork Gel Eye Masks, MindHealth, CC Cream, Primer, Cellular Renewal Mask, Bars. Through showing off the favourites you want to showcase different lines and expose them to more of what we have to offer. Get to know these products so you can share what you love about them and when appropriate pass around the product so they get to experience it as well!

Getting Started – The Set Up

- Merchandise Re9 ASVP, Nutrition Line ASVP, and 5 favourites
- Set up a diffuser with Harmony or Focus Blend
- Set up your “close table” with order forms, free product sheet, catalog, etc
- Have a Protein Shake mixed in a shaker cup and a Fizz Stick mixed in your Arbonne Water Bottle in the fridge ready to sample later in your presentation in sample size paper cups

- Have Rescue & Renew Scrub & Re9 Serum in Lotion by the sink (either kitchen or bathroom) with towels/cloths for drying
- As your guests arrive take them to the sink and do ONE hand with the scrub followed by the Re9 Serum in Lotion. Use this time to get to know them, ask questions, & connect with them. At this time your host can be getting drinks/snacks/welcoming other guests. This isn't the time to talk about the Scrub/products...it's key time to get to know the person!

Welcome & Introductions

- Welcome everyone to tonight's event
- Thank/gift the Host
- Introduce yourself
- Open with your 3-minute story, sharing why you started with Arbonne, what saying "yes" to Arbonne has meant to your life so far and where you're going with it. This story is the most important part of your presentation and is meant to be compelling and to connect with your guests while casting a vision for what's possible! Practice this beforehand and get feedback from your sponsor. **VERY IMPORTANT!**

I want to first start by sharing a little bit about my Arbonne story so you can get to know me a bit better! _____

Presentation:

Now, I know I'm just meeting most of you for the first time but I think I can safely say something we all have in common – we all want to feel our best! Don't we?

So on that note...tonight/today I'm going to be chatting about healthy living inside & out, how inner and outer health are connected, and simple ways that you can reduce toxins in your daily life and make more health conscience choices when it comes to what you put IN and ON your body! You're also going to get to experience this AMAZING brand called Arbonne and how it can support your whole body wellness!

Ice-Breaker: So you've gotten to know me a little bit let's take a minute to get to know you guys a little better! Starting with you, **host**, can you share with us your favourite "self-care" ritual! It might be something you love to do everyday or something you wish you got to do more, that's just about looking after YOU? **Have a few people volunteer to share theirs.**

One of my favourite self-care rituals is to hide away with a really good book (**or whatever yours is – listen to music/take a bath/face mask/etc**) and diffuse some essential oils! My favourite is our Harmony **or Focus** blend. It's so calming! I'm going to pass it around for you to smell as I get started. You're going to love this one!

PASS AROUND HARMONY OR FOCUS OIL

Whole Body Wellness: So what is whole body or "holistic" wellness? Holistic simply means that we look at the object, in this case your wellness, as a whole! **THIS MEANS**, that **ALL PARTS OF YOU** that make up your wellness are connected - **HOW YOU LOOK, HOW YOU FEEL, and HOW YOU GO OUT AND LIVE YOUR LIFE!**

- Achieving whole body wellness really comes down to **ADDING HEALTH** to our bodies & lives as often as we can! Everything we choose to eat, drink, breathe, think or put on our skin in the run of a day either **ADDS** health **OR** it takes health away! You really do **BECOME** what you consume. So if you **ADD** garbage, you're going to get garbage! So simple! And although some of this may be out of our control so much of it isn't! We have the power to **ADD** health by making better choices as often as we can...and when you put that good stuff in....that's what you're going to get out!

Now, I know that out there in the world today there are millions of products being marketed to you to help you feel better, lose weight, give you energy, reverse aging, clear your skin ect...so I want to really help you understand how and **WHY** Arbonne is different.

- Arbonne takes a truly holistic approach to healthy living – recognizing that it is all connected - from your gut health to your skin health and everything in between! We use cleaner formulas for better skincare and plant-powered nutrition. Our commitment to Healthy Living Inside & Out is the driving force behind everything that we do!
- We also have merged a few major trends in health & beauty today – our formulations combine the best of science, nature and new technology so they are proven to be SAFE & healthy while also producing awesome RESULTS. We continually raise our standards to find the perfect balance between what is pure and what is effective! You really don't see that combo very often!
- We really have something for everyone – to support your daily personal care product needs but also to support your inner & outer health! From skincare, to haircare, cosmetics to toothpaste to essential oils, we really have a full offering of clean, toxin-free wellness products!

Share Background: So to give you a bit of background Arbonne was actually founded in 1980 by a man named of Petter Morck. From the beginning, Petter wanted to create better, safer products. Following his vision, Arbonne uses only the highest quality ingredients to create the most premium products. And since the beginning we have marketed those products through this super smart business model that gives ordinary people the opportunity to have more choices in their lives!

- I love that this can look so different from one person to the next! It's incredible what's happening in this company right now. People all over, from different backgrounds, different goals, are using this business as a vehicle to simply have more choices in their lives! You get to work for yourself and decide what you want to earn and get paid for your effort!
- I also think it's pretty neat that 38 years ago Arbonne knew there was going to be a time when there would be a real demand for a brand that not only gave amazing results but was also a health conscience choice. And also demand for a smart, flexible business that gives people the ability to design their life the way they want it to look! That is what so many people are searching for these days...and getting to make an impact on people's' health while building a better life for your family...that's the best of both worlds right there!

Ingredient Policy: All of Arbonne's products are backed by our rock-solid ingredient policy and our philosophy of pure, safe, beneficial! This is outlined in full detail in the catalog but to summarize it's all about high standards and rigorous scientific testing. We have a "not-allowed" list that includes over 2000 ingredients, far beyond the 1400 restricted for use by the FDA and the EU. We base these ingredients on Mission

Alignment, Safety, Legislation, and Environmental commitments. We source only the highest quality ingredients from around the globe and our third-party certifications include Vegan, Certified Gluten-Free, OU Kosher (among others) and we're currently in process on our Non-GMO certifications (some products are already finalized). Our "Not Allowed List" includes:

- synthetic dyes or fragrances
- animal products/by-products
- formaldehyde-donating preservatives
- mineral oil
- parabens
- phthalates
- the top 8 allergens including gluten

I love knowing that whatever product I'm getting from my Arbonne store is backed by this policy and upheld to the highest of standards! So whether I'm grabbing my shampoo, eye cream, mascara, or protein I don't have to worry! This saves me lots of time and many google searches lol!

Since Day 1 Arbonne has also been committed to being GREEN – focusing on sustainability objectives that support people, the planet, and products - in an effort to leave a lighter environmental footprint! Our Key initiatives are on Sustainable Procurement and becoming a Carbon Neutral & Zero Waste Company. You can read about Sustainability Commitment in full detail in the catalog as well!

So now that you know a bit more about WHO we are as a company, let's talk about WHAT we have to offer when it comes to Healthy Living Inside & Out!

Skincare: We'll start with what you put ON your skin! Did you know your skin is your largest organ in your body? It's also the largest organ of detoxification. Sometimes we don't think to treat and care for our skin like we would our other organs! Just like your heart or your lungs, your skin needs support, nutrients, & detoxification. When it comes to improving overall health we want to do our best to support the skin's natural detoxification while also reducing toxin-exposure!

- This is crazy but by the time average woman leaves her house in the morning she has been exposed to 126 chemicals! Sure, some of those are harmless, but some aren't!
- 80% Personal Care products on the shelves are full of the toxic 10. These are ingredients that disrupt hormones, are known carcinogens like formaldehyde - ingredients that are toxic! And in under a minute they're getting absorbed into your body through your skin...and they're doing this day after day.
- In fact putting something on your skin is actually a faster route to your blood stream than eating it!

- Think of all the products you use in the run of a day. I really believe when we know better, we'll do better!

Re9 Advanced: We have a few different skincare options depending on your needs but tonight I am going to take you through our Re9 Line as it's definitely our most popular line and you just can't beat it if you're looking for incredible RESULTS from a clean formulation! And you can even get this line at a 40% discount which I'll get into later!

- So what does Re9 do? Short answer: Re9 can visibly transform your skin by improving elasticity, firmness & texture while minimizing the appearance of lines and wrinkles. These formulations include sustainable orange stem cells which are loaded with anti-aging benefits! The products work together as a system to repair & rejuvenate your skin, rebuild collagen, reverse aging, and renew that natural glow!
- There are 6 products, 5 steps, in this line that work together as a system! It's very concentrated with no unnecessary fillers like animal fats or mineral oil so a little goes a long way. One pump is all you need. And the best part is – it takes under a minute, twice a day to support your skin health and get amazing results! You'll LOVE this line!

(You have the option here to do all the steps on the hand as outlined below OR for a full experience you can opt to apply to the face. If doing the face then do the Cleanser & Genius Pads step at the sink prior to inviting the guests to sit down for the presentation. This way they are ready to go with the remaining steps - toner, serum, eye cream, day/night cream, etc when you arrive at this part of the presentation. This will keep things moving faster.)

- **Step 1** is our **Smoothing Facial Cleanser (HOLD IT UP)**
Gets rid of dirt and bacteria. It washes away makeup and impurities. NON DRYING and it restores your skin's natural barrier as it's pH correct.
- **Step 2** is our **Regenerating Toner:** "WHO HERE USES A TONER? WHO HERE USES A SKINCARE REGIMEN?" (people will answer all kinds of answers) Okay GREAT - here's why you want to!

DEMO:

1. Walk up to one of the guests who doesn't use anything, take her left hand and **SPRAY A SPRITZ OF TONER** on it. **SAY THIS** "A lot of people skip this step, they think, "I don't have time, it's not needed, ect" I'm going to show you why it's important. It actually helps the moisturizer absorb in to the skin. They all work synergistically with each other."
2. Take your moisturizer and **PUMP ONCE** on the **SAME HAND** and **GENTLY RUB IT IN**. "See how quickly it absorbed in to her skin?" "Now watch this. "
3. **PUMP ONE PUMP** on the **OTHER HAND** and **RUB IT IN CIRCULAR MOTIONS....**

“See everyone how it just goes around and around? It will eventually absorb, but feel the difference in the two hands - one is sticky, one is not. This is why sometimes people think it doesn’t work for them when really it just doesn’t have all the parts to make it work it’s best!”

- **Step 3** is our **Intensive Renewal Serum** – this is a vitamin & antioxidant cocktail for the skin that helps to fight free radical damage which causes aging of the skin. It is the most concentrated and creates a gorgeous glow by nourishing your skin & feeding it with goodness!
- **Step 4** is our **Corrective Eye Cream** – ophthalmologist tested and formulated. Our eye area is very delicate and thin skinned. You can’t use the same cream on your eyes as everywhere else as it absorbs totally different. This product works almost instantly to reduce puffiness & dark circles...and then over time to reduce lines and increase firmness...Watch...

DEMO:

1. Walk up to a guest and ask if you can try a little on them. Pump ½ pump
2. Explain that ½ a pump is actually for two eyes.
3. Use your ring finger (weakest finger) and pat along the orbital bone and explain that you put it along this area and don’t apply right in to the eye as it will absorb inward. Putting right up to eye, for some, can cause irritation.

- **Step 5** is either your **Day Cream** or your **Night Cream**. Your Day cream protects your skin throughout the day with hydration and an optional SPF. Our Night Cream goes to work for your skin while you rest and helps support your skin’s natural reparative cycle! It’s ultra-hydrating and collagen supporting to give maximum results!
- **Genius Pads** I have to tell you about these little miracle workers! They really ramp up the results from your skin care and help to exfoliate the top layer of the skin, which is a key step in reversing damage. They’re great for improving hydration and evening out skin tone. You use these at night after you cleanse. And they come in the 40% off bundle I mentioned! I’m also going to show you how you can actually get these for free year-round! You’ll love them!

So as you can see with this line you really get to support your skin health while also supporting your inner health with smart, effective, SAFE ingredients. Choosing Re9 gives you a simple swap out for your daily skincare routine where you get to reduce your toxin exposure but not have to skimp on RESULTS! And when so much out there when it comes to being healthier can be so complicated I think an easy first step is to simply swap out those products you’re already using! A great way to get started with this line is with the

40% bundle of all the products I mentioned! It'd definitely be the best value and we have a 45 money back guarantee, which is always nice to know...although people rarely use it lol!

Nutrition: So now that we know how important it is to make good choices for what you put ON your skin and therefore IN your body let's talk about Nutrition for a minute and how you can ADD HEALTH through your daily choices around what you eat and supplement with!

Our Nutrition category is a full offering of plant-powered, nutrient-rich products that follow a strict ingredient policy - always gluten-free, vegan, and without GMO ingredients - to support you in reaching optimal health from the inside out!

I love these products because they really do provide an "easy button" for your daily health requirements so that you have no excuse not to make good choices! Combining our Nutrition products with clean eating you are creating such an awesome combination for your health that you can get results from and stick to long term! For those ready to kickstart a healthy lifestyle with awesome accountability & support I can tell you more about our 30 Days to Healthy Living Program after! It's so super awesome and has changed A LOT of lives! We start **(insert when you start)** and it's such a great way to really switch up your habits with a simple, doable plan that's about fueling your body with lots of DELICIOUS nourishing food and then supplementing with our Nutrition line for lasting results around how you look AND feel! And you can get the whole package of these products, which really are a part of your groceries, for 40% off!! Let's take a quick look at this line.

ADD IN PERSONAL TESTIMONIALS AND SHARE BEFORE/AFTERS WHERE YOU LIKE

- **Protein Shake:** This line includes my favourite, our Protein Shake Mix, in Chocolate or Vanilla! It contains 20 grams of vegan, plant-based protein along with 22 vitamins & minerals and I love it because it tastes great and is easy to add to your morning smoothie or just to have on it's own shaken with water and ice! Enjoy a sample so you can taste how yummy it is!!

PASS AROUND PROTEIN SHAKE SAMPLES

- **Digestion Plus:** When it comes to inner health it all starts with the health of your gut and our Digestion Plus is a key player this! Loaded with pre and probiotics as well as Digestive Enzymes this supplement helps restore the health of your gut and replenish the good bacteria you need to thrive! Your gut health is connected to so much - like immune function, mood, digestion, and more!
- **Fizz Sticks:** Fizzies! These powerful little packs have an almost cult-like following! They give a natural energy boost! Loaded with B-Vitamins, Green Tea and Guarana!

PASS AROUND FIZZ SAMPLES

- **Fibre Boost:** Contains 12 grams of soluble fibre. Great way to increase your daily fibre intake by adding it to just about any drink or food. Fibre is like a sponge for toxins and is so important to support digestion!
- **Herbal Detox Tea:** This tea is definitely something that never leaves my purse or cupboard! It's a mild herbal blend that supports the liver & kidneys and also soothes digestion.
- **Body Cleanse:** Helps to detoxify your system and support GI health with this delicious lemon-ginger blend that's safe for daily use but I like to have mine once/week to keep things "cleansed" lol. Supports digestion & detoxification with aloe, ginger, and choline.

As I mentioned all of these products are available in our 30 Days to Healthy Living Value Pack for 40% off! Or some choose simply to lean in to some new Healthy Habits by starting with a few items and I can share the best deals to do that! I'll fill you in on all that at the end and tell you how you can get your Digestion Plus or Fizz Sticks free every month...

So these 2 lines – Re9 line and the Nutrition - are really about setting your body up to win by supporting whole body health so you can look good AND feel good - from the outside in and the inside out! I love that these are simple choices we all can bring into our lives to start taking more responsibility for our overall health!

5 Favourites: So in closing I'd just like to show you a few of my Arbonne favourites beyond what we talked about tonight! Briefly mention each one and why you love it/how you use it! (Suggested favourites to showcase: Prepwork Gel Eye Masks, MindHealth, CC Cream, Primer, Cellular Renewal Mask, Protein Bars. Through showing off the favourites you want to showcase different lines and expose them quickly to more of what we have to offer as well as some options from our FREE PRODUCT LIST. Get to know these products so you can share what you love about them and when appropriate pass around the product so they get to experience it as well!)

Close

So I hope that you all learned a little about holistic wellness and how you really do have so much control over the environment you get to create in your body and how that is connected to how you look, how you feel, and how you go out and live your life! My journey to living a lifestyle more in tune with these kinds of holistic wellness principles has been the greatest gift as it really continues to evolve and impact pretty much every part of my life! So I hope that wherever you're at on your journey tonight has given you some simple steps that you can take to begin or further your path of wellness!

3 Ways to Win:

PASS OUT CLIPBOARDS

Each guest should get:

- Clipboard with Order Form
- ASVP Specials Sheet, laminated
- Catalogue
- Pen

I'm going to show you how you can shop for these products and get some really great discounts through our loyalty program! There are really 3 ways to be a part of Arbonne!

- 1. CLIENT:** The first option is to shop as a client. This is pretty straightforward - you simply shop the retail prices in the catalogue! If you're more into the deals though the next option is probably best for you!
- 2. PREFERRED CLIENT:** Now...for those of you looking to get started with some products at REALLY REALLY great deals we have our Preferred Client Membership! This is what most people do! It's \$35 for the year and is kind of like a Costco membership but better cause a) it's for Arbonne lol and b) you get 20-40% off each order as well as FREE shipping and FREE product rewards with every qualifying order! When we chat one-on-one I can actually show you how to get your Fizz, Digestion Plus, Genius Pads, or another product from our best-sellers list FREE with EVERY SINGLE ORDER for the year! Crazy eh?! And those 40% off bundles I mentioned earlier of our most popular sets...when you get one of those you get:
 - 40% off the set
 - Free shipping
 - A free product of your choice from a list of best-sellers...valued up to \$118!

Let's go over the sheet in your clipboard!

Go over the ASVP/Core Pack sheet, explaining each package and discount.

- 3. CONSULTANT:** Before I finish I have to share what I know is our best option - our Consultant Membership - as some of you might be like I was # years ago - looking for an opportunity to make some positive changes in your life. On the back of your Deal Sheet I want to quickly show you the average incomes with Arbonne. **Share income averages.** I encourage you to think about what kind of choices you could make with that "extra" coming in each month. Or maybe you already make a great income but you're looking for more ownership over your time. **Share your vision for the future with your Arbonne business and how you have benefited from it so far.** If you keep doing what you are doing where will you be in 5 years? It may be hard to see it all right now but the opportunity behind these products can honestly bring about so many incredible changes in your life...I get to see it everyday! And if you

want a different outcome you have to do something different. This business is SMART, SIMPLE, & SUPER FLEXIBLE. It's perfect for busy people. You can work it around your family or career and still be very successful - on your terms!!

- So if you are even a bit curious in just taking a closer look, I'll send you home with some info tonight! I'm always looking to partner with other awesome people and show them how to do what I do!

Share an Opportunity Brochure with those interested & schedule a One-on-One.

My job is to help you get what you want for the very best deal so if you just jot down your "wish list" on your sheet I can tell you the best options for you should you decide to order...and either way if you could fill in your client profile sheet and bring that to me at the kitchen table (or wherever you're set up to do your orders) that'd be awesome!

THANKS so much for being here and for beings such awesome guests! Any questions?

Answer questions then head to the close table asking for the first person who's ready to join you!

Order Table

Here are some questions to ask at the order table when the guest arrives:

1. Did you have fun?
2. Did you learn something new?
3. How can I help you with your order?
4. Would you be open to having a few friends together for an event like this?
5. Would you be open to hearing more about this business? Or, have you ever thought about doing something like this? I think you would be great at this because _____.

If "yes," give an Opportunity Brochure and schedule a coffee appointment. Hopefully this person also booked a group presentation for you as well.

After everyone leaves, tally up orders and help your Host choose the best rewards through our Host Rewards program. You may want to leave a catalogue with the Host and collect her/his order the following day.