

Arbonne Cosmetics Party Presentation Script

Meet & Greet:

Allowing time for your guests to make their arrivals, chat with the hostess and let everyone meet you!

We take each guest to the bathroom and have them wash their face clean with the RE9 Advanced Skincare Line, you can have them experience the Awaken Sea Salt Scrub or Sea Source Foaming Salt Scrub if you choose.

This time is designed to be social so that you can get to know who is in attendance! Also, we want them to have a clean face for the makeup portion of the class.

Remember, you are in a “belly to belly” prospecting business, we want to know how we can help people!

Introduce yourself –

My name is ____ I am very excited to be here to share Arbonne with you. I had a chance to meet each of you but for those of you that don't know each other let's go around the room and share how we know the hostess and what you'd be doing right now if time and money were no object? Listen for guests responses and tie their “why” with your Arbonne story to relate to them.

Have your hostess say a few words to the group

Why she wanted them to hear about Arbonne, maybe tell her favorite product. Let her know in advance that you will

be asking her to share. This is important 3rd party credibility.

Thank the hostess (Gift Her) Tell the guests that she will be earning great rewards for hosting the show tonight. Plant seeds about them hosting a group presentation and share about the different types of shows: Skincare, Arbonne Cosmetics Mini Makeovers, Wellness/Nutrition Workshops. [You may want to use the booking tins. See script]

Tell them what you are going to do

- 1) "tell you a little about myself"
- 2) "share about Arbonne and why we are so different" &
- 3) "let you sample our amazing products."

Explain the "Ticket Game"

I give a ticket to anyone who asks a question during the presentation. This is an incentive based way for people to stay engaged in the presentation. Have prepared a wrapped raffle item that you can draw for at the end of the presentation.

MY or "Why" STORY (2 minutes)

I was introduced to Arbonne...

What I love about Arbonne is...

Arbonne has given me (or will give me)...

I invite you to watch what I do tonight because I am currently expanding my business in this area and am looking for a few people to teach and train what I do. If you know of someone I'll send a curiosity pack home with you.

COMPANY/PRODUCTS

Arbonne was founded in the U.S. in 1980 by a Norwegian named Petter Morck. Decades before people understood the importance of safe cosmetics and protecting the environment, Petter and his team were formulating botanically based skincare that was completely different from anything on the market.

Today, we know that what we put on our skin affects our health. I know that people are actively seeking natural or "green" alternative and Arbonne has the answer.

Our proprietary formulas are developed in Switzerland under the watchful eye of Pierre Bottiglieri, who happens to be the President of the Swiss Society of Cosmetic Chemists and Dr. Peter Matravers. Dr. Matravers put Neutrogena on the map with T-Gel and helped lead Aveda to be a 700 million dollar company. And our amazing new CEO Kay Napier, was the woman responsible for the team that introduced McDonalds healthy dining options with apples in their salads. Coincidentally, McDonalds is now the largest apple consumer in the US.

Arbonne offers Premium, Swiss formulated products with distinction for the entire family.

Arbonne products are distributed globally in the USA, Canada, Australia, and United Kingdom.

We currently have over 300 amazing products ranging from Aromatherapy, Baby Care, Teen, Basic, and Men's Skin Care, Hair Care, Weight Loss & Nutrition including hormone balancing, and a Sun Care Line. We also have a special holiday line that comes out in September of each year with beautiful item for that are perfect for gifts.

We have an extremely generous 45 Day money back guarantee.

Arbonne is committed to environmental responsibility. We have an amazing "Green Commitment" if you like...pass around a laminated green commitment.

ARBONNE PROMISE

To deliver pure, safe and beneficial botanically based products developed with 30 years of Swiss Heritage. Unparalleled products free of harmful ingredients.

Bring to market top-quality products that are carefully reviewed to meet Swiss standards of purity.

Arbonne personal care products are formulated without:

Animal products, Animal by-products, Formaldehyde donating preservatives, Petroleum-based ingredients, Benzene, Mineral oil, Petrolatum, Parabens, Phthalates, Toluene, PABA.

Arbonne nutrition and healthy living products are

formulated without: Artificial colors, Artificial flavors, Artificial sweeteners, Animal Products, Animal by-products, Cholesterol, Saturated fats, Trans fats.

Did you know that there are three formulation categories of skin care?

Economy: (drug store/grocery store brands)

Premium: (department store, salon's and physician's offices)

Prestige Premium with Distinction: (Swiss products that are extremely expensive and not readily available to everyone because of the price)

**Arbonne's RE9 Advanced is part of the Prestige Premium category!!!
It's Botanical Based,
It's Prestigious,
It's Swiss formulated &
It's Affordable.**

Because we don't advertise, we have no middleman. This enables us to get these fabulous products in the hands of our consumers for an economical price.

RE9 Advanced Anti-Aging

You have already had a chance to use the RE9 Advanced skincare. This is the "crown jewel" of our company. A quick review of that amazing line before we move on to the makeup demonstration. If you have not tried it, I would love to set up a one on one with you so that you can experience them...try to get the one on one if not give a sample pack...make sure you set up the follow-up call.

RE9 Advanced prevents, reduces and reverses the visible signs of aging, because 90% of aging is what we do to ourselves. (ex: environment, sun, diet, smoking, exercise, mineral oil based products)

There are 9 Major age-defying elements & botanicals that synergize in a powerful "system of products"
CLINICALLY PROVEN to start working within 24 hours. Just to name a few: Vitamin C and Algae - together makes the, Alpha Lipoic Acid, Peptides, Marine Lavender and Copper.

This formulation of ingredients along with Vitasphere Technology (a tiny, time-release capsule delivery system that takes antioxidants to the cellular level for smooth & supple skin) has made RE9 a REVOLUTION in Anti-Aging.

It is self adjusting and releases only the amount of vitamins, oils and water that your skin needs.

We have amazing "fusion packaging" airless pumps that protect the product from contamination and they are pre-measured to deliver the exact amount of product that you need. With only 1-2 pumps necessary.

Would anyone like to hear about
BEAUTY WITH BENEFITS NOW?

That is the Arbonne Cosmetics Line!

Arbonne Cosmetics are a collection of lightweight, beneficial formulas for gorgeous skin, eyes and lips using our exclusive "Optilight Technology."

"Optilight technology" works in two ways. Light is diffused to create a soft focus effect and the finely sized pigments allow the skin to breathe, so the makeup feels light as air and creates a healthy glow. It is sheer, light, soft silky and easy to blend.

We are going to teach you two really versatile looks that you can walk away knowing exactly how to do!

The first one is a day look

Makeup Primer: Retails for \$36

Have everyone apply the Primer. We love the makeup primer. It is another anti-aging product that has a blend of vitamins that help to perfect the skin pigments, smoothes & minimizes enlarged pores. This is one of those MUST HAVES

TIP: Primer is used to minimize pores before applying foundation. Also use it on your eyelids to give staying power to eye shadow. Your makeup will last longer with it.

Crème Concealer: Retails for \$22

The concealer is used for dark circles and skin blemishes and puffiness. It's a velvety formula that dries to a powder soft finish. It comes in 3 shades.

TIP: Apply it in a 1/2 moon in the inside corner of the eye, then out on top lids not past the pupil and under eye, not past the pupil. Concealer color should be lighter than your skin. (one shade lighter than foundation). I like applying it with a flat concealer brush.

Perfecting Liquid Foundation with SPF 15: Retails for \$40

Our liquid foundation firms, lifts and smoothes while providing sun protection. It comes in 15 shades.

TIP: Always use a sponge- little dot on forehead, cheek, nose, chin-blend, making sure the jaw line and hairline are blended well. (recommend for people who need more coverage)

Natural Radiance Mineral Powder Foundation with SPF 15: Retails for \$38

Give the same flawless finish as the liquid. It gives a soft focus effect with sun protection.

TIP: With your powder brush, buff this into skin pressing in circular motions. (for people who like light or minimal coverage)

Bronzer: Retails for \$34

WE have a great bronzer. It blends with any type of skin. Brush on for a flawless looking sun-kissed finish.

TIP: Apply to cheeks and brow bones to create a "sun-kissed" glow. Make sure each guest has a cotton ball to try this with.

Eye Shadow: Retails for \$18 each

Mineral infused eye shadow that is richly pigmented allowing it to be blendable and long wearing.

TIP: We have two color sets for you to choose from for this basic look: Vanilla and Smoke or Linen and Java. The lighter color, vanilla/line is your all over color. Use smoke/java as your accent shade, it goes on the bottom lid. Blend along the crease and in the corner.

Lip Liner: Retails for \$22

Smudge-proof creamy liner - helps to extend the wear of the polish or lipstick.

TIP: Make sure lip liner is not too dark for your lipstick. Should be 1 shade darker. Start at the top of the lip, create a heart in the middle of the top lip - put a line in the middle of the bottom lip and connect the dots.

Lipstick: Retails for \$24 each

Long wearing, feather resistant lipstick that glides on easily for full coverage. It hydrates and intensely conditions lips and it long lasting.

TIP: Apply over entire lip surface. Your day look is Satin/Vintage Rose or Candy/Rose Petal. Depending on the skin tone you can go darker or lighter or suggest other colors.

Lip Polish: Retails for \$22

Silky smooth and glides on. It has superior shine without stickiness. It's filled with botanicals, vitamins A, E and wild mango butter.

TIP: Use it alone to add definition to your lips or on top of your lipstick. Brown Sugar Polish is perfect with your day look. Raisin for the evening look.

Triple Action Mascara: Retails for \$30

Defines, lengthens and volumizes lashes with a smudge resistant long wearing formula.

TIP: Mascara is a must, even when you don't have time for makeup. Apply from the base of your lash which creates the appearance of longer lashes. Skip the bottom lashes for a more modern look.

Now, on to a spicier night time look.

WE spice up the eye shadow by "building" more layers to it. Or you can add a little Blackout to the corners. Adding depth to the intensity.

Next, we are going to add a liquid black or brown eyeliner.

Liquid Eyeliner Black or Brown or Cocoa Eye Pencil

Liner:

This is a long wearing eye liner that feature a non-fraying tip for precise and EFFORTLESS application.

TIP: The "sponge like" applicator with make it so easy to apply.

Finally, we will change the lips for deeper evening look: Bordeaux Lipstick and Raisin Lip Polish. Or depending on the skin color a personal preference you can suggest other colors.

Turn your Customer Care From over & write these numbers on the back.

200, 1100, 4500, and 21,600.

Now add a \$ in front of each one.

Circle the amount that you are worth per month.

These are the average incomes over the past 4 years at the different levels in Arbonne.

OPPORTUNITY

Network Marketing & Arbonne allow people to take ownership of their lives by creating residual income and leveraging their time.

Flexibility to create the a schedule that fits your lifestyle, we teach people to build alongside their current JOB.

Work 15-20 hours a week, get paid like a full time job.

Excellent Training and new skills: "earn as you learn."

Building a team and friendships that last a lifetime.

Recognition, being applauded for your achievements from the very beginning!

With Arbonne you create residual income – do the work once but get paid on it over & over...because of the results and our commitment to stay in touch you continue to order these products...I get paid over and over every time you order.

The products have changed my skin, but this business has changed my life and it could for someone you know too. This may or may not be the right fit for you, and whatever you decide is fine with me.

So even if you are teeny-bit curious, please let me get you some more info.

On your Customer Care Form at the bottom, you will notice a section that asks your interest level. Hosting a workshop and earning up to 80% discount on the product. Can you circle for me your interest level. The same for learning more about the Income Opportunity.

I want you to make sure and give you a packet of information before you leave.

I want to give you a chance to win more free products

Hosting Tin Game: (see booking tins game)

Draw for RAFFLE!

Have your "open date card" with you to book the party along with your host packets to send home with the hostess.

Ask for the SALE:

HAND OUT "SPECIAL SHEETS",

GO OVER THEM WITH THE GUESTS, VERY IMPORTANT!
You are showing them the value in order with a discount.

3 WAYS TO WIN (Pass Sheet Around For Guest Visual)

Now just before you take a peek at your catalogues I want to share on how you can save-

1) Client - shop at retail price and enjoy great customer service and convenient delivery. If this is what you choose I recommend starting with the items you can't live without and then book your own party to earn more.

2) Our most popular way to get the products is becoming a Preferred Client. It's \$29 to join and this entitles you to shop at a 20% discount for 12 months. You will have the convenience of shopping on line and having products shipped directly to your home and still get great customer care and specials passed down through me. Listed on the sheet I passed around 2 examples of how you can save tonight as a preferred client. (4 Square)

3) The third way to win is to become a consultant and take advantage of our income opportunity. We have people from all walks of life experiencing success in Arbonne. Whether you want to make extra money to supplement your income or maybe your looking to replace your full time income or looking for a new career. Most people I talk to are either looking for a way to have more time, more choices or more money in their life. If you are curious and would like to take a closer look I have an invitation for you to our next Empower Your Life with the Arbonne Income Opportunity Meeting where we discuss in great detail about the business. I would love to set up a time to discuss how we might fit Arbonne in and around your life."

Share a little about how Arbonne has changed your life/cons - what you have achieved or what you are creating for your family with your business.

Make sure you have your EYL invitations.

Arbonne intends to be the biggest skincare and nutrition success story in the world and I would love for you to join us. We are a company dedicated to improving people's lives.

Pass out order forms/pens and catalogs

Offer 5 extra raffle tickets for whoever makes a purchase tonight!

Raffle will be after the sales are taken!

CLOSE WORKSHOP

"This is your time to shop and play with the makeup. I will be meeting with each of you individually and if you to leave right away, I can help you first."

"I want to thank everyone for coming to _____ event.

(Separate yourself for the close for privacy to meet one on one with each guest.)