

One on One Presentation (with RE9 Advanced Set)

Present first, then Sample

Some use the full set as a sample (if you do, your set must be sanitary), others use the set with a sample pack inside and ask them to use the sample pack and “If you decide you would like to get it, this new Set will be yours, you won’t need to wait for it to ship to you!” Through experience, we have found that when giving out the full sized set they WILL meet with you on the Follow up appointment versus using ONLY a sample pack you will notice procrastination in using the products and it will require much more follow up. The goal is to keep this presentation to 20 minutes, so practice, practice, practice!

Your Presentation will be comprised of these 5 areas:

- Your Why
- Arbonne, the Company
- The Arbonne Advantage (Products)
- The Arbonne Advantage (Opportunity)
- The Call to Action

Presentation:

Start your presentation with some open ended questions, questions that cannot be answered with a ‘yes’ or ‘no’. This gets them talking and sharing. Be careful not to spend too much time here as you will run out of time, approximately 2-5 minutes.

“What brought you to (name of town)?”

“Tell me about your family.”

“What are you doing work-wise right now?”

“Thank you for getting together with me today. I am thrilled to be able to share with you and just like I promised, my presentation is only 20 minutes, so let’s begin!”

Share your “WHY”: “Why” you are motivated to build your business (shouldn’t be more than 2-3 minutes)

Arbonne, The Company:

- **Arbonne=30 year old Anti-Aging & Wellness Company currently in 4 countries: U.S., Canada, Australia and UK;** Philosophy of *'pure, safe and beneficial'*. We have over 400 products for the entire family formulated on this philosophy.
- Let me share with you the Arbonne Difference of Pure, Safe and Beneficial:
 - Proprietary formulas that are PURE: Unparalleled product free of harmful ingredients. We are committed to ensure that each of our ingredients meets or exceeds industry standards for purity. Our products contain NO Petroleum based ingredients such as Mineral Oil, Petrolatum, Benzene, Pthalates, Toluene. Vegan Certified with NO Animal products or by-products nor Animal testing (do you know what a rendering plant is?), NO Formaldehyde-donating preservatives, NO PABA.
 - SAFE: We are dedicated to the safety of our products and our consumers. Our skin is our largest organ and what you put on your skin gets right to your bloodstream, so ingredients are important to me! We are also safe for our environment as Arbonne has a Green Commitment (you can show a copy of this) We are committed to environmental responsibility.
 - BENEFICIAL: Arbonne offers premium quality beauty, health and wellness products with targeted results, in other words, they work! We combine Science with Nature to deliver what I call "food for your skin" ingredients derived from plants, fruits and botanicals.

The Arbonne Advantage (Products):

We have products that you are more than likely using in your household that you are purchasing from different places, such as personal care –shampoo, body wash, sunscreen, skin care and moisturizers, cosmetics for healthy living for the entire family to name just a few. We simply show people how they can switch to Pure, Safe and Beneficial products, one stop shopping at a savings everytime they shop!

Our products deliver results and I believe that a picture paints a thousand words, so let's take a look! (show Before/After Pictures)

Our RE9 Advanced Anti-aging Skin Care, Face and Body, has a Patent pending , uses an internal and external approach with these amazing Clinical Results (you can show the RE9 Advanced brochure, it also has the FSC certification on the back cover):

83% of participants reported increased in skin firmness within 24 hours
92% reported a reduction in the appearance of fine lines within 1 week
96% reported a refinement in skin texture and smoothness within 1 week

100% would recommend RE9 Advanced to their friends and family

We have outgrown aging with these Clinical Results!

The Arbonne Advantage (Opportunity):

I would like to take the next couple of minutes sharing the Income Opportunity. I would be remiss if I didn't show this to everyone I meet as I would never be able to predict who's life it would change, and it is life changing. I don't know whether you would like to explore the income opportunity with Arbonne, but at the very least, you may know someone who needs extra income or has been wanting a career change. (share some Eye on Arbonne Stories as an example)

From 2000-2009 Arbonne grew from \$10 Million to \$450 million, that is a 4500% growth! We are entering a huge growth phase as our new CEO, Kay Napier, who was a VP at Proctor and Gamble, has a vision and goal to reach \$2 billion by year end of 2011. These are very exciting times in Arbonne!

What has caused this growth and will take us to the next level? Several things, here are a few:

- We have what people are looking for: The Fountain of Youth, which is looking great and feeling great the natural way! There is a wellness and anti-aging boom right now and will continue for years to come. These industries currently are \$861 billion globally and are positioned to grow \$63 Billion globally over the next 5 years.
- We have a system that anyone can work alongside of their current career or situation.
- We work together as a team, supporting a Consultant through coaching and learning the skills to grow their business.
- Our products are daily consumable products, used by all ages = repeat sales.
- It's simple, we have a proven system "Try it, You'll like it"

There are 4 levels of achievement with Arbonne:

- District Manager
- Area Manager
- Regional Vice President
- National Vice President

Arbonne keeps our business plan so simple and it is one of the most lucrative compensation plans in this profession. At the Regional Vice President level you earn a Mercedes Benz Car

Bonus allowance, our signature car, and based on last year's report, Regional Vice Presidents made on average \$43,000 annually.

The Call to Action:

The Close: At the end of your presentation say:

So, to wrap it up, Arbonne is a 30 year old company that is still ground floor. We show people how they can 'switch and save'. Switch to Pure, Safe, and Beneficial result oriented Products for the whole family with a savings everytime you shop! We also show people how they can create an income and get paid for using their own products.

I would like to close by asking you if you are a 1, 2 or 3.

A One is "I would like to sample the products"

A Two is "I would like to sample the products and explore the income possibilities with Arbonne" and if this is the case I would send you home with a packet of information today

A Three is "I get it , I am in" and to be honest with you, I haven't had anyone be a "3" at the end of this presentation as there is not enough information to make that decision. But everyone is either a One or a Two, which one are you? (smile and wait for an answer)

Whether they are a One or a Two, say this "Great! I have a sample of the RE9 Advanced Anti-aging Skin care line to send home with you to use for 2 days....The only thing I ask is that you commit to give me 20 minutes in 2 days (on Wednesday, etc.) so I can show you how to get it at discount, will you be willing to commit to that?" (using the word "commit" is crucial for your follow up!)

Then get your calendar out BEFORE giving them the RE9 set and Curiosity Packet, Schedule the Follow up Close appointment 2 days from now. They will see you are taking the follow up appointment seriously.

Then give them the Curiosity Packet (might need to give directions ie. Will you commit to watching the 9 minute DVD over the next 2 days?, read these articles, etc.), then give them the RE9 set with instructions on how to use it "less is best", etc. You may have an instruction card in your set.

2 or 3 days to sample the products? You get to choose, but keep it within 2-3 days for best results.

