

40 Guests in 4 Minutes

Here's a quick way to jog your memory of people you could invite to your Arbonne presentation. Don't be disappointed if certain guests cannot attend—just ask if it would be okay to have the consultant call and set up a time with her for her to try out the products. AND remember: all “outside” orders will be applied to your sales total and help you earn more rewards! Now grab a pen and try the following exercise—you'll be surprised how quickly your list grows!

4 Relatives

4 People from your place of worship, or Social Group

4 Friends

4 People who've invited you to a party

4 Co-workers or Spouse's Co-workers

4 People from Holiday List

4 Neighbors

4 Previous Co-workers or neighbors

4 People you do business w/ (bank, store, salon, etc.)

4 Contacts thru your kids (scouts, dance, sports, teachers)

HOST PLANNER

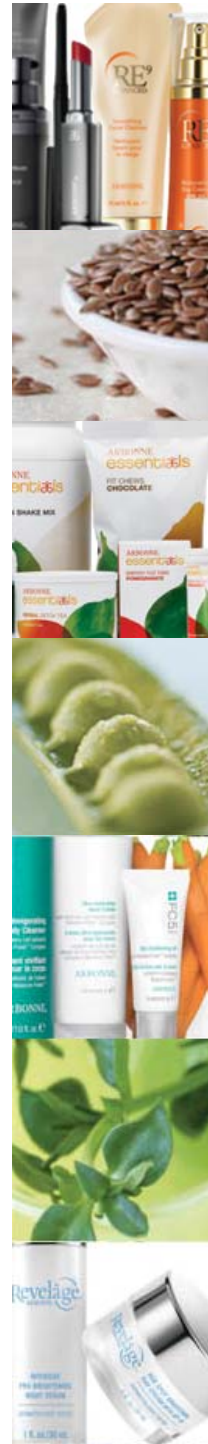
Thank you for scheduling your Arbonne presentation on:

_____ at _____

ENJOY A FUN TIME WITH FRIENDS!

Once you have experienced that Arbonne difference, you'll want to share these results-oriented products with everyone! When you host an Arbonne Presentation, you can earn amazing discounts on all your favorite products while sharing your great find with friends. Arbonne is all about sharing great products and is a wonderful opportunity for family and friends to get together!

Keep in mind that I am always looking for leaders who want to partner with me in the Arbonne Income Opportunity. I will be glad to discuss this lucrative opportunity with you or with anyone you think may be interested in learning more about Arbonne. I have included some information about the Income Opportunity. If you have any questions about your presentation or the Arbonne opportunity, please contact me. I look forward to an awesome presentation with you!



HOSTING REWARDS CHECKLIST

Collect \$350 in orders before I arrive and receive \$350 free with \$29 preferred membership

During Arbonne Group Presentations, your Host and their friends will have fun learning and shopping for products, and the more everyone shops, the more rewards your Host will earn! Hosts can use their rewards to try new products or get their Arbonne favorites ... the choice is theirs! Arbonne Hosts are rewarded in four ways, based on the total Retail Volume (RV) for the Group Presentation and a minimum of three orders.

1. Reach 150 RV and choose any single **product up to \$50** Suggested Retail Price (SRP), plus receive any single product at **50% off** with a booking.
2. For each 250 increment of RV, purchase any single product at **50% off** with 2 bookings.
3. For each 250 increment of RV, earn **\$100 SRP of product for \$20**.
4. Reach 500 RV or more and receive **free shipping** on the order in which you redeem your host rewards.

Here's how it all works....

Total Group Presentation RV	50% Discount	\$100 for \$20 SRP
150–249	1 product	0
250–499	1 product	\$100 value for \$20
500–749	2 products	\$200 value for \$40
750–999	3 products	\$300 value for \$60
1,000–1,249	4 products	\$400 value for \$80
1,250+	5 products	\$500 value for \$100

Host Wish List

<u>Item #</u>	<u>Description</u>	<u>Price</u>

As your Arbonne consultant I want to help you have the most successful presentation. Follow these simple steps and you'll be sure to earn your hostess rewards:

Step 1: Make your guest list and return the names, addresses and phone numbers to me and I will mail out the invitations . Be sure to **OVER INVITE!!**

Step 2: Give your guests a personal invitation, either in person or on the phone. Remember, if you want 5 or 6 guests at your presentation, secure 10 “yes’s” because there could be last minute cancellations. Encourage them to bring a friend—I will give a **FREE gift** to those that do!

Step 3: Let me know who the yes’s and maybe’s are so I can call them and introduce myself prior to the party.

Step 4: Follow-up with your guests a few days before to make sure they have the date and time secured on their calendar.

Step 5: Serve light refreshments & plan to start on time!

Other Tips for a Successful Arbonne Presentation

Use the 40 guests in 4 minutes to help you come up with your guest list. **DON'T pre-judge—everyone needs skin care, make-up, spa and nutritional products. Tell them which Arbonne products you like best!

Set your goal and make your **WISH LIST of your favorites!

**Keep extra invites on hand wherever you go. The more you invite, the easier it will be to achieve your goal.

**For those that can't attend, give them the opportunity to purchase before your presentation . This will help you reach your goal. Give them a catalog and order form. Just add 10% to every order to cover the tax and shipping. Checks and credit cards accepted.

**Create an environment in your home free of distractions.