

# ARBONNE RE9 ANTI-AGING SKIN CARE PRESENTATION

## **Products You Need for Demonstration**

- NutriMinC® RE9 Skin care system in the gold tote bag
- NutriMinC® RE9 Body system in the gold host tote bag
- Optional: Intelligence Skin Care System (#725) or f.y.i. products depending on audience.
- Few additional favorite products (i.e. men's line, baby line, aromatherapy, etc.)
- Awaken Sea Salt Scrub (#7089 stored in Ziploc bag)
- One vitamin/daily power pack & one pack of Hybrid Power Punch for Kids and/or Teen chews.
- About Face Neutral/Dramatic Color Collection (#5615) assembled in About Face Travel Palette (#1880). Do not bring all of the color unless this is a make-over class. Just show a few items.

## **Guest Materials**

- Arbonne Product Catalogs (#9050, make sure your contact information is on each catalog)
- Client Profile Sheets (separate document)
- Wash cloth for each guest

## **Things You Need for Your Presentation**

- Your own 'master copy' Arbonne Product Catalog. You may find it helpful to put tabs on the pages you'll use and write notes in your catalog to help you stay on track.
- "Host" Gift of your choice wrapped nicely
- Optional 'Bring a Friend' Gifts: Hair Care Samples, RE9 Peel sample, Daily Detox Tea bags (small items) for guests who bring a friend. Wrap these nicely in a bag and/or tie with a ribbon/bow.
- Your Arbonne Scheduling Calendar or the 'Open Date Card' to schedule more presentations
- Blank stick-on name badges
- Pens
- Calculator
- Arbonne Retail Product Order forms (#2424)
- One or two "Eye on Arbonne" stories in plastic page protectors or laminated, preferably of your upline or other VP's you like. These come in your orders and are available via Arbonne.com

## **Host Packets**

- Hostess Rewards Brochure (#2400) and the 'Host Check List' (separate word document you can customize) and '40 Guests in 4 Minutes'
- 2 Guest List/Labels Sheets. Self-addressed, stamped envelope to yourself
- Retail Order Forms for outside orders
- Independent Consultant Application & Agreement

## **Arbonne Opportunity/Host Packets in the Arbonne Folder & Business Card**

- Your Guests already have a catalog. Add...
- "Success from Home" May 2007 magazine (#2377) or "Empowering Women"

**This outline is a collaborative effort! Thank you to ENVP's Donna Johnson, Dana Collins, Kathy Whittington, Linda Parker & Cecilia Stoll, and ERVP, Tina Beer.** These materials have been produced by Donna Johnson, an Arbonne Independent Consultant & ENVP, and are not official materials prepared or provided by Arbonne International, LLC. Arbonne makes no promises or guarantees that any Consultant will be financially successful as each Consultant's results are dependent on his or her own skill and effort. Actual financial results of all Arbonne Independent Consultants for the preceding year are contained in Arbonne's Independent Consultant Compensation Summary (ICCS) which is included with these materials. You may also view the ICCS on Arbonne official website at <http://www.arbonne.com/company/iccs.asp>.

- Magazine” May 2008 magazine (#1236)
- Eye on Arbonne stories (2 of your choice, your upline, etc)

## Your Goals

- 3 S’s = Sell, Schedule, Sponsor!
- Create a fun experience for all guests, so they are GLAD THEY CAME, and have a great feeling about Arbonne! Generate Volume between \$500 – \$1500
- Your HOST receives lots of gifts, is very GLAD she hosted
- Identify Prospects for the business

## **Begin Your Presentation**

### Guests Arrive

- Greet each guest. Have them write out a name tag
- Assist them in using the Awaken Sea Salt Scrub at the sink, using this time to introduce yourself and build rapport. Get ‘into’ this – don’t just watch them wash their hands, help them – massage their hand with the product and ask them questions such as “How do you know (host)?” or “What intrigued you to come tonight?”
- Give each guest a **Client Profile** to fill out.

### Open Your Presentation

Remember to sit at the table with them. Keep it simple & have fun – do 1 or 2 booking games to increase scheduling! Be genuine, and be a good listener. Enjoy yourself and be passionate!

- **Host Opens** – Have Host thank guests for coming, tell testimonial... why she wanted them to hear more about Arbonne and have her introduce you.
- **Thank & Gift Host** – “I am very excited to be here to share Arbonne with you tonight. We build our business through word-of-mouth, and I appreciate (host) telling you about our amazing products. Because we rely solely upon our clients telling others, we spoil them with gifts. Not only does she receive a gift tonight, but based on sales, she has an opportunity to get a lot of free product. You too will have this same opportunity when you hold your own event.
- **Tell What You’re Going to do Tonight** – “I’m sure you all came here with different ideas and expectations of what this is going to be, but I promise you 4 things:
  1. We’re going to have fun and you’ll be glad you came tonight!
  2. I’m going to share information that I believe will educate you and create more awareness for you as you’re shopping for products you’re putting in your body and on your skin. (Host), chose our “RE9 Anti-Aging party from our ‘Pick a Party Menu,’ so we’ll focus on one of my favorites.
  3. My presentation is ½ and hour – no pressure – you’re going to learn about a pure, safe, beneficial choice and I know after you hear about Arbonne and try it, you’re going to want to book and host your own event, so just like your friend (host). To order, we have ‘event’ ordering specials tonight and if you decide to host, we have one of the most generous ‘host programs’ in the industry.
  4. “I think each one of you knows someone who is looking for a way to create another income stream, and I’m here looking for my next business partner. So, if that might be you, or someone you know, please watch what I do, and ask yourself if this is

something you might like to do to earn money, or someone in your life that you know, and maybe you can invite that person to your own event. So, let's get started."

## Catalog

### Turn to Page 1

- Company founded in 1980, 27-year old company
- Products formulated in Switzerland, manufactured in USA
- 45-day money back guarantee on all products

### Turn to page 3

- Here's what makes our products different. Read through the list on the left hand side.
- **Our products are Botanically-based** and what this means to you is that your skin is gently nourished with ingredients that actually do something, so you will feel and see the difference. That's the key to being PURE, SAFE and BENEFICIAL!
- **Our products are PH correct** and what this means to you is that your skin is protected from bacteria and your skin will readily accept moisture so it feels softer and looks younger.
- **Our products are Hypoallergenic** – hypoallergenic products are made without certain ingredients that frequently cause allergic reactions. What this means to you is that even the most sensitive skins can use our products.
- **Dermatologist tested** – This means we test our products for irritation under dermatologist supervision. Our products go through extensive testing to ensure they are proven pure, safe and beneficial
- **Never tested on animals** – WHY? Nothing in Arbonne's products causes a negative reaction. We test on people like you and me because we test for beneficial results! Arbonne's products only come to market when they are tested with no adverse reactions of any kind.
- **Formulated without animal products or by-products** – Why is it important to you to use products that are animal free? Do you know where animal by-products come from? Arbonne has always made products with no animal derivatives. This means you can lick your lips with confidence knowing there are only herbal, botanical, beneficial and nourishing ingredients.
- **Formulated without mineral oil** – Have you ever felt a mineral oil-based product on your skin? Perhaps a night cream that left stains on your pillow? We don't use mineral oil because it is occlusive meaning it can interfere with your skin's functions, and can block advanced delivery systems like the ones Arbonne uses.
- **Formulated without dyes or chemical fragrances** – Why do products need to be colored or fragranced? Do you know that chemical fragrances and dyes are the #1 and #2 skin irritants? Anyone with sensitive skin can use Arbonne products with confidence that they will work without adding to their challenges. Our plant-derived ingredients have a pleasant fragrance that people enjoy.

### Turn to Page 6-7

- You will see here the Skin Type Product Chart – you can find your skin type – combination, oily, dry or acne prone. Note that for all the skin types RE9 is a recommended skin care

line. This is because it adjusts to what your skin needs, bringing moisture to dryness and calming over production of oil

- Therefore, this is the skin care line I chose to bring with me tonight for you to sample. I want you to feel the difference in the texture of your skin. This is how your skin care will look.

## **Turn to Page 19**

When letting them try the products, you have 2 options. (1) Apply the products to the back of one hand, or (2) Use the products on their face.

- “This system is made up of seven products – six steps. What I love is it takes less than 2 minutes to do the whole routine. You CAN slow down the aging process by taking care of your skin. This line is all about **reverse, repair and prevention**, and it’s never too soon – or too late – to start!” **Open Gold Bag – pull out the RE9 wash.**

## **For using on Face:**

- “What’s great is you’re going to get to try before you buy tonight! (Host) has (#) sinks you can use. You’re each going to go to the sink and wash your face. Now for those of you that say ‘game on’ and you want to try on your entire face – you can just go home afterwards and be ready for bed. For those of you going somewhere after, or you don’t want to take off your eye make-up, just do your face from cheeks and below. This product cleanses and hydrates without stripping your skin – it’s not good for your skin to feel ‘squeaky clean.’”
- **Apply Wash** – “I’m going to give each of you a wash cloth. You’ll get one squirt of the RE9 wash. Splash your face with warm water; massage the wash onto your face and remove it with the wet wash cloth. The first person who gets back receives a gift!”
- **Apply toner (on face or hand)** - “Visibly tones and firms and smoothes the skins surface. Spray directly on face or use cotton ball. Toner will help minimize pores.”
- **Serum (face or hand)** – “Gives wonderful long-term effects. Diminishes lines, wrinkles and acne scars. The alpha hydroxyl acids breakdown the glue that holds the dead skin cells to the skin.”
- **RE9 Lift (1/2 of FACE)** – “How many of you feel the affects of gravity in your life? You’re going to try the Lift now; but, I’m only going to let you try it on half of your face. And, by the way, this product is FREE when you get the set! And I will tell you, that’s what most people get, is the set.”
  - During the presentation, pay attention to the guests’ faces and look for the person that’s having the most results with the Lift. Then – “Oh my gosh, everyone, look at \_\_\_\_\_. You can see the Lift working on that half of her face.”
- **Day Moisturizer (hand or over the Lift on 1/2 of face)** – “Now we’re going to apply the Day Cream over the lift. It hydrates, nourishes and protects. Then we’ll apply the night cream on the other half of your face.”
- **Night Cream (other 1/2 of face)** – “Night cream strengthens, firms, encourages cell recovery while you sleep – it’s your corrector.”
- **Eye Cream (apply to one eye)** – Demonstrate how to apply with ring finger; pat around eye. “This eye cream moisturizes and the botanicals reduce appearance of dark circles and puffiness. It also protects and repairs delicate tissue around eyes.”

## **Turn to Page 21 & 22**

### **Treatment and Exfoliating Products**

- **RE9 Scrub** – The scrub helps break the bonds that hold dead skin cells together so your ‘younger skin’ can show through! You can use 2-3times a week. I keep mine in the shower so it’s not an ‘extra’ step to think about.
- **RE9 Masque** – Think of this as a deep pore cleanser (a vacuum cleaner for your face). Helps remove dirt and debris that can clog and stretch pores. Great for black heads, improved skin color and firmness.
- **RE9 Body Wash** – Same technology, fluffy, rich, smells so good, skin doesn’t feel dry when you get out of the shower.
- **RE9 Body Set** (pass around) – “This is a ‘treatment set’ just for your body. Great for stretch marks, bumpy skin, dryness and sun damaged skin. It’s an \$92 value that you can get for just \$25 when you host a presentation.”
- **REtaliante Wrinkle Filler** – “Our brush on ‘faux tox’ just say ‘no’ to needles.”
- **REpair Enzyme Peel** – “Exotic cocktail, makes your skin feel like a baby’s bottom.”
- **REsist Supplement** – Anti-aging from the inside out

“I LOVE ALL OF THE TREATMENT PRODUCTS ‘in addition’ to our BASIC RE-9 SET, and when you order your RE9 set tonight, not only will you receive the LIFT FREE, you can ALSO PURCHASE THE RE9 BODY SET in the GOLD BAG (page 23) a \$92 value for only \$25... PLUS...there’s MORE! With the purchase of the RE9 SYSTEM for only \$298.50, that qualifies you to RECEIVE \$100 for \$20 (our EVENT SPECIAL TONIGHT)! I would recommend purchasing 2 or 3 of your favorite TREATMENT PRODUCTS for your \$100 for \$20.”

### **Tell Your ‘I’ Story**

“I’m so glad to meet all of you and get to know you better. I wanted to wait until the end to tell you a little bit about my story, because I just wanted to get to know all of you better before you get to know me.”

- **Tell Your Story** – Share quickly and be compelling! Tell how you were introduced to Arbonne.

### **Explain PICK A PARTY**

“AS YOU CAN SEE from the rest of our catalog, TONIGHT, we are focusing ONLY on RE9 ANTI-AGING. I’m tempted to share all of my favorite Arbonne products throughout the catalog, but we’d be here all night! For instance, our SEASOURCE DE-TOX in home SPA that we JUST LAUNCHED is a BIG HIT. De-toxing prior to RESTORING your skin is vital. And with ARBONNE, it’s IN THE HOME, at a FRACTION of the cost of Spa treatments. A necessity disguised as LUXURY!

(Host) our host chose the RE9 ANTI-AGING PARTY from our ‘PICK A PARTY’ event MENU. As you can see, we have SEASOURCE DE-TOX SPA PARTIES, Beauty with Benefits Make-up Parties, Mother/Daughter Parties, and many more to choose from, so be sure to choose one to host in your home to earn even more GIFTS!”

### **CLOSE**

See the closing on [www.donna.myarbonne.com](http://www.donna.myarbonne.com) under Consultant Resources and then Presentations with the title “Closing Your Group Presentation with Evites by ENVP, Donna Johnson.”