



RE9 Anti-Aging Presentation

PRESENTATION TIPS:

- Develop a compelling “I” story and practice this with your upline. It’s a very important part of the event! Share it with confidence and conviction.
- Read through this script several times and practice presenting. Highlight key sentences. The goal is to be familiar with everything, but not to READ it word for word.
- Coach the person hosting the event. See Host Coaching document in Getting Started Guide.
- Arrive at least 30 minutes early so you have time to set up. Start no later than 15 minutes after original start time even if all the guests have not arrived.
- Don’t take sample packs to your presentation or you will have no sales.
- Don’t pass out catalogues or order forms until the end. The script will tell you when to do it.
- Practice your booking game if you are going to use it.
- When you share the business, do it with confidence. Listen to people, because they will tell you why they need Arbonne. Remember names.
- After you check everyone out, make sure you offer the business to everyone including the your host/hostess. Share the results of the get together with your host and let them know what they would earn if they choose to sign up/upgrade to a consultant.
- Have fun!! The more fun you have, the more likely you will be to book presentations. You want the guests to like you so they will want to introduce you to their friends.

PREPARATION

Display Products:

- RE9 ASVP
- Genius Ultra ASVP
- Nutrition ASVP
- Makeup Primer

Sample Products:

- 2 water bottles for Fizz Sticks
- Protein shake to make shakes
- Additional shake ingredients
- Dixie cups for sampling
- Homemade protein bars

Protein Bar Recipe:

2 cups organic almond butter, 1¾ cups brown rice syrup (or coconut nectar or raw honey), 2¼ cups Chocolate Protein Powder, 4 cups organic, gluten-free Crispy Brown Rice Cereal. Melt almond butter & syrup in microwave 60 sec., mix ingredients and press into 9x12 pan, refrigerate 1 hr., cut into bite size pieces.

Presentation Aids:

- Free gift for host
- Catalogues
- Clip Boards
 - Order Form
 - Laminated ASVP Specials sheet
- 3-4 laminated “before and after” pics
- 2-3 EOAs

Shopping Area:

- Opportunity Brochures
- ”Is Arbonne For You?” flyer
- Several Pens & 2 Calculators
- Your calendar or Open Date Card
- Foundation Guides/Samples
- **OPTIONAL:** “Deal or No Deal” booking game supplies:
 - bright colored envelopes for each guest to have 1, with a laminated picture of a \$30-50 product inside each one.
 - tray or gift bag to display your envelopes.

GETTING READY

- Arrive at least 30 minutes early.
- Set up your “shopping area.” (kitchen or dining room table)
 - Sales Stack: catalogue, pen, and additional order forms. Also place your foundation shade guides or foundation samples here.
 - Scheduling Stack: either open date card or your calendar w/ available dates
 - Sponsoring Stack: EOAs, Opportunity Brochure, “Is Arbonne For You” flyer with your business card stapled to it
- Set up your 3 displays: **#1:** RE9 ASVP (+ Makeup Primer) **#2:** Genius ASVP **#3:** Nutrition ASVP
- Stack the catalogs & clipboards by where you will be speaking. Each clipboard should have an order form and a laminated “ASVP Specials” sheet in it. You won’t be handing any of these out until it’s time to close the get together.
- OPTIONAL: Have your “Deal or No Deal” envelopes by you in a tray or gift bag. (More details later.)

KITCHEN

- Make your protein shake and pour it in to mini cups. Serve as cold as possible.
- Set out your bite-sized protein bars, and make 2 bottles of Fizzies (serve cold), one of each flavor, and pour them in mini cups.
- Spread out some of the laminated “Before and After” pictures in the kitchen.
- Greet guests as they arrive and ask them about their family, occupation, or recreation. Find something in common! Encourage guests to try your samples.
- Spend about 15-20 minutes in the kitchen, then asks guests to move to living room so you can start the presentation.

INTRODUCTION

- **HOST SPEAKS:** Opens Get Together – Host needs to: (1) Thank guests for coming, (2) Tell them what she loves about Arbonne (or the business, if it’s a launch) and (3) Introduce you. (Please prepare host in advance for this.)
- **THANK THE HOST:** Thank the host and give host a free gift for hosting the presentation. (You order this in your \$125 for \$30 specials when you place your personal orders. It can be a box of Fizz Sticks, a Primer, or anything.)
- **OPTIONAL: DEAL OR NO DEAL BOOKING GAME:** (get your tray with colorful envelopes)
“I am going to pass around this platter (or bag) filled with colorful envelopes. There is something inside each envelope. All of them are different, and you get to pick yours. You just can’t open it until the end of the presentation. Just hold on to it for now.”

WHAT WE WILL DO TONIGHT

- I’m going to share some great information about keeping our skin looking and feeling young and beautiful. I’m going to tell you about our most popular product line: the RE9 Anti-Aging Skin Care System. Additionally, you will learn about our amazing Genius Ultra device, which is getting unbelievable results!
- You’ll be pleasantly surprised by how affordable Arbonne is, even though we use very high-end formulations based on European standards. It’s very important to be educated when making decisions about your personal care and nutrition products because they do effect your overall health. I want you to know that Arbonne makes this a priority. Arbonne follows European regulations in our product formulations avoiding more than 1400 controversial and unhealthy ingredients making sure that we are Pure, Safe and Beneficial. The U.S. is not nearly as strict.
- Watch what I do. If you are wanting another income stream in your life, please consider joining our team.
- If you’re not interested in making money but want to shop and save, you will love our Preferred Client program. I’ll tell you more about it later!

MY STORY

Now I want to share a little about me: (spend 2 minutes MAX here)

- Name, a little about my family
- How I was introduced to Arbonne's products
- Hesitations or fears I had about the business. How I overcame them.
- Why I am doing this business
- What this business is doing/will do for my family / My future goals

SAY: I am building a team and I am looking for people who are interested in sharing this information with their friends. Just let me know at the end if you would like more information!"

Use this space to write out your story:

LET ME TELL YOU ABOUT OUR COMPANY & THE ARBONNE ADVANTAGE

- Arbonne is a 37-year-old health and wellness company.
- We distinguish ourselves from other companies through premium products, an incredible business opportunity, wonderful events and earned trips, a beautiful swiss heritage, a generous compensation plan and extraordinary leadership.
- The Arbonne experience starts with changing your health and your skin, then it's about changing your life.
- We can share Arbonne in other countries too: US, Canada, Australia, UK, New Zealand, Poland, Taiwan and soon in Germany.
- I love it that we don't have to keep inventory, consultants don't deliver products...UPS does, and I love it that you don't have to be on an autoship program to get the best deal.
- Although we place your 1st order, after that you can order for yourself online whenever you want and get a great discount. So, it's a win/win for the client and the consultant! I'll tell you more about that later.
- Another thing that separates us from other companies is our strict ingredient policy: Pure, Safe & Beneficial
- The products are naturally inspired, botanically-based and scientifically tested, and we do this responsibly by taking care of the environment.
- Free of harmful ingredients and formulated without: parabens, animal-derived ingredients, PEGs, propylene glycol, EDTA (these 3 may increase the risk of cancer) or synthetic fragrances, which many of our competitors use.
- Formulated without mineral oil or petrolatum
- Formulated without artificial colors and dyes
- Formulated with natural essential oils or fragrance-free
- pH correct, dermatologist tested, and Hypoallergenic
- Vegan Certified, gluten-free, non GMO
- Arbonne consultants and clients love our products and trust them for their families. They simply can't do without them, so they buy them over and over.

LET'S TALK ABOUT AGING

- As we age, our skin needs special care and support to keep it looking young and healthy. Healthy looking skin should appear smooth, radiant, hydrated, even-toned and firm without the appearance of fine lines, wrinkles, dark spots and redness. This is our goal of course. Taking good care of our skin is a great investment, don't you agree?!
- The skin is the body's largest organ, but something we often neglect. Proper diet and supplements like probiotics, fiber, greens, Omega 3 and daily vitamins help support the skin to nourish it from the inside out, which we will talk about more later. The skincare and makeup we choose to put on our skin is extremely important too. Whatever we put on our skin absorbs into the blood stream. So, skincare products not only affect your skin, but your overall health as well. If you are questioning this, think about how pain patches, estrogen patches and nicotine patches work. It's so important to choose skincare products like Arbonne that are free of harmful ingredients, yet packed full of beneficial ingredients that support healthy skin, anti-aging and a healthy body.
- Understanding what causes our skin to age can help us age as gracefully as possible. Our skin show signs of aging for two reasons: biological and environmental.
 - Biological aging: Our collagen and elastin slows down drastically as we get older. Collagen & elastin is what keeps our skin tight and firm. Also, the thickness of our skin decreases as we age causing dehydrated skin and ultimately, more wrinkles. We need to support collagen production and hydration!
 - Environmental aging: This is caused by things like smoking, excessive use of alcohol, poor nutrition, pollution, stress, sun exposure. 90% of premature facial aging is attributed to sun damage. These external factors cause wrinkling, sagging, discolorations, pigmented spots, thin skin, spidery lines and lack of color. We need to protect our skin from the environment!
- Arbonne's RE9 Advanced skincare line was developed to address ALL of the specific needs of aging skin so we can have beautiful, healthy skin! I can't wait to share it with you.

THE RE9 ADVANCED ANTI-AGING SYSTEM

- RE9 Advanced is Arbonne's flagship line and the #1 best-selling item in our catalogue.
- What makes RE9 stand out from our competitors? Cleaner formulas featuring GOLD STANDARD ingredients that deliver the best results with clinically tested performance. This amazing skincare line helps improve skin firmness, elasticity, skin tone and minimize fine lines and wrinkles through hydration helping the skin look rejuvenated and younger.
- Arbonne's "Gold Standard" ingredients are similar to those commonly used by dermatologist, but with cleaner, safer formulations that you can trust so your skin looks rejuvenated.
- Our RE9 clients are loyal because they love the way their skin looks and feels, and they love the compliments they receive (share personal testimony or pass around a "Before and After" photo) You are going to love it too!
- The products have been newly reformulated with high-performance anti-aging ingredients including:
 - Powerful peptides, stabilized vitamin C, sustainable orange stem cells, brown algae extract and sea buckthorn ceramide complex which help to support: skin radiance, elasticity, firmness, and texture. These ingredients also help diminish fine lines and wrinkles giving our skin a youthful glow!
- I really want you to experience this amazing product line yourself. So, we are going to try the products on the back of your hand as I tell you what each product is for. I love that our products are concentrated. So, one pump will be enough for your face and your neck. Your products should last you around 2-4 months. My morning and evening routine really only takes me a few quick minutes. It's worth it to take good care of our skin. Don't you agree?

RE9 ADVANCED SMOOTHING FACIAL CLEANSER

Hold up the RE9 Advanced Smoothing Facial Cleanser (don't pass it around)

- Gently washes away makeup and everyday impurities without stripping it of essential hydration leaving your skin feeling soft, smooth and nourished
- It helps improve skin radiance, elasticity, firmness and texture while minimizing wrinkles.
- It replenishes skin moisture and delivers long-term hydration
- I love the cleanser because _____ -

RE9 REGENERATING TONER

- Non-drying, alcohol-free, gentle mist toner refreshes skin and prepares it for the next step
- The witch hazel moisturizes to soothe, tone, refresh, revitalize and renew the skin.
- It supports cleansing by removing excess oils and dead skin cells while minimizing pores and refining texture
- I love the toner because _____

RE9 INTENSIVE RENEWAL SERUM

- The concentrated formula supports collagen production and has antioxidants, essential botanicals and peptides that reduce fine lines and wrinkles giving the skin a “lifted,” radiant, firm appearance by hydrating the skin giving it a smooth firm look.
- It's so good, you skin will never want to be without it.
- I love the serum because _____

CORRECTIVE EYE CRÈME

- Reduces the signs of aging around the fragile skin around the eye, including puffiness, fine lines, deep wrinkles and dark circles.
- In clinically trials using the serum and eye cream, 96% of the participants saw an increase in firmness and 100% of the participants saw an increase in elasticity.
- I love the eye cream because _____
- If you want to apply it to one of your eyes now instead of on the back of your hand, that would be great! This is how you do it. (Demonstrate: Squirt ¼ pump on your ring finger and show them how to use ring finger to apply around one eye area so they can feel the difference.)

DAY CREAM

(KEEP IT SIMPLE...ONLY SHARE AND TALK ABOUT EXTRA MOISTURE UNLESS SOMEONE ASKS)

RESTORATIVE DAY CRÈME (Non-SPF), RESTORATIVE DAY CRÈME SPF 20
OR EXTRA MOISTURE RESTORATIVE DAY CRÈME SPF 20

- Provides critical moisture to hydrate, smooth and firm the skin while helping to reduce fine lines and wrinkles to help the skin look young and beautiful.
- SPF20 sunscreen offers UVA/UVB protection to minimize the risk of sun damage or aging.
- In clinical tests, 100% of participants had significant improvement in skin firmness
- Available in non-SPF formula too.
- I love the day crème because _____

RE9 NIGHT REPAIR CREME

- Ultra-hydrating cream works overnight to deliver soft skin by replenishing the moisture and providing essential nourishment while you sleep
- Helps reduce fine lines and deep wrinkles so you wake up to glowing, firmer, youthful-looking skin
- I love the night crème because _____

GENIUS NIGHTLY RESURFACING PADS

Ask them to use it on the opposite hand.

Cut the resurface pads into four small pieces, so one pad can be sampled by 4 guests!

- Our retinoid nightly resurfacing pads gently exfoliates the dead, rough layer of skin to promote cell turnover to help eliminate fine lines, wrinkles, skin discolorations, dark spots, and more.
- Delivers dermatologist results without the irritation caused by chemical peels or other retinol products
- In clinical tests, 100% showed improvement in skin moisture, firmness and elasticity and reported diminished fine lines and wrinkles
- I love the Genius Pads because_____

SUMMARY OF RE9 ASVP

- All the products I just showed you are in a special package you can get for 40% off when you become a preferred client. We will talk about that more in a little bit.
- When used in conjunction with the Genius Ultra, the RE9 Advanced collection delivers the ultimate anti-aging skincare solution.

NEW ARBONNE INTELLIGENCE GENIUS ULTRA

- While it may not be visible to the naked eye, the surface of the skin is uneven – with ridges that can only be seen under a microscope.
- This high-tech device has ultrasound technology, and the gentle waves and heat help push the skin care product deeper into the skin, getting into the ridges that your fingertips can't reach, and ultimately maximizing your products for faster results.
- It's great for your forehead, eyes, lips, cheeks and neck.
- You can spend hundreds of dollars at a medical spa getting ultrasound treatments for your skin over and over, or you can buy this device once and use it in the comfort of your home, as many times as you want, and it only takes a few minutes!
- Our “Before and After” pictures speak for themselves! **(Pass out pictures)**
- Our clinical studies show that when you use your Genius Ultra with our RE9 Serum for 1 minute, twice a day, you will see:
 - Improvement in the appearance of lines, skin radiance and tone.
 - Improvement in the overall appearance of the skin.
- I love using the Genius Ultra with the RE9 Serum, Eye Cream, Night Cream, Neck Cream, Nourishing Facial Oil and our Lip Treatment.

One product that I have to mention before I move on MAKEUP PRIMER

- Lightweight, smooth, creamy formula preps skin for more flawless foundation application, so you apply it after the moisturizer and before the foundation.
- Helps makeup last longer throughout the day.
- Hyaluronic spheres help prime skin, creating a soft canvas and giving you that “airbrushed” look.
- I'll let you try it on the back of your hand. **(Pass it around for guests to try.)**

- I love the primer because _____

30-DAY CLEAN EATING PROGRAM

- Although we are mainly talking about skincare today, remember I mentioned supplements like probiotics that help you have great skin? Well, that's where this product line comes in. (point to the NASVP)
- I want you to know we have an amazing nutrition line – that's actually our fastest growing product line.
- Each month we have thousands of people around the country and in other countries who join us in private Facebook groups for a 30-day Healthy Living Program!
- This program is teaching people to eat clean, whole foods, increase our nutrients, avoid foods that are toxic, balance our blood sugar and our pH and detox our bodies.
- When you join our 30-Day Program you will get education, support, accountability and delicious clean recipes that your family will love!
- Here are some of the benefits of the program: weight loss, increased energy and focus, reset metabolism, decreased sugar and carb cravings, improved sleep and elimination of poor concentration/brain fog. This program will help you balance your blood sugar and flush your toxins, causing the release of trapped fat.
- Our products are vegan-certified, gluten-free certified, non-GMO, and certified low-glycemic index.
- Arbonne is dairy, soy and whey free. We have no artificial flavors, colors or sweeteners.
- This is what comes in the set (point to the Nutrition ASVP) Mention each product briefly if you have time
- When you get started on our program, we will add you to a private Facebook group where we will give you grocery shopping lists, meal plans, education and accountability.
- Here are some “Before and After” pictures.
- Our next Bootcamp starts on _____! I'd love for you to join me and I will coach you through the program!
- Just like the skincare, when you buy this as a package, you can receive 40% off when you become a preferred client. I'll tell you more in one minute.

OPTIONAL: PLAY DEAL OR NO DEAL GAME:

“Before I give you your catalogues and tell you about our specials, we are going to go back to the envelopes I gave you at the beginning. We are going to play a game called “Deal or No Deal.” Inside each envelope is a picture of a “favorite” Arbonne product. If you would be willing to have a few friends over for an Arbonne event like this, you just need to say, “Deal!” If you say, “Deal,” you get to open your envelope, and you are going to get THAT product for FREE just for having a few friends over. Even you plus 2 friends is considered an event. This will really help me (or say the name of your new consultant launching) meet some new people and you know they will love this information! Only those who say “Deal” get to open their envelopes. ***Wait for someone to say “Deal.” If no one says “Deal,” up the ante and say, “The first person to say, “Deal” will also get to take home the rest of the protein bars from tonight, or I will give you an extra gift, etc. Once someone says, “Deal,” walk over to them and watch them open the envelope and then RAVE about that product! “Oh, I love the ___! You will love it! Thank you so much for hosting! I really appreciate it! We will look at our calendars before you leave and pencil in a date. Who else wants to open their envelope?”

PASS OUT CLIPBOARDS

- Each guest should get:
 - Clipboard with Order Form
 - ASVP Specials Sheet - laminated
 - Catalogue
 - Pen

VERBIAGE: I’m going to show you how you can shop for these products at a discount. The first thing I would like for each one of you to do is to fill out your information on the order form, if you don’t mind. (Give everyone a minute to do that).

3 WAYS TO BE A PART OF ARBONNE

1. CONSULTANT:

I just want to share a little bit about our business opportunity because I know that there might be someone here who could benefit from having a 2nd income stream for college, retirement, savings, etc.

How often are you offered the opportunity to **make money, make a difference, and have fun** all on your terms?

SHARE A SUCCESS STORY (Your upline VP's for example)

- **This business is SIMPLE:** You saw what my business looks like tonight. I just share these products with others, either in a group setting, one-on-one (over coffee, lunch, or even at the soccer field) or even on social media. I love it that the products are consumable, so you introduce the products to people once, and they continue to reorder for themselves. The products really do sell themselves. When you love something, you naturally talk about it and others want what you love!
- **This business is FLEXIBLE:** It's perfect for people who are busy and need to work this around the nooks and crannies of their day. You can work this business around your family, career or even school and still be successful because you leverage your time. If I work 10 hours a week and I find 3 people who want to work 10 hours a week, I can get compensated for working 40 hours! That's time leveraging! Because of smartphones and social media, you can work on your business anywhere, anytime!
- **This business is LUCRATIVE:** Financial experts say that everyone should have a 2nd income stream so we can be ready for impact. We can teach you how to earn anywhere from a few hundred dollars a month to a 6-figure income if that's what you desire. Other benefits include: Tax deductions, travel, MB car bonus, will your business to family. **If you are interested in becoming a consultant, let me know and I will show you our consultant 50% off packages**

Imagine the **freedom to live the life of your dreams** by starting **your own successful business**. That's the beauty of our business model. So many of our Independent Consultants have done just that, and have **transformed their careers, their lives ... themselves**. They have created a better **work-life balance** because they choose when to work and when to play. With the right leadership, tools and effort, **you can too**.

I am looking for people who are open to taking a look at this business. If you are even a bit curious, I'll send you home with some extra information and we can touch base later! (Ask each person individually if you can meet with them just to hear more. You will give them Opportunity Brochure and "Is Arbonne for You" flyer before they leave.)

2. PREFERRED CLIENT:

- Preferred Clients pay \$20 and get 20%-40% off for one year.
- But if you buy one of the Special Value Packs, you get:
 - 40% off
 - Free shipping
 - A free product of your choice from the list on the back of your sheet
 - Then you get 20% off for the rest of the year!
- a. Let's go over the sheet that is in your clip board. (Go over the sheet slowly, explaining each package and going over prices).

3. CLIENT:

Shopping at the retail prices in the catalogue. Most people don't want to pay full price so they choose to become a preferred client or a consultant.

CLOSING THE PRESENTATION:

VERBIAGE: "I know that everyone here has different needs and different budgets. I have set up a shopping area with a calculator and some additional information I'd like to give you. I'd like to help each one of you pick out the products that meet your needs and fit your budget. I know your time is valuable, so if someone is in a hurry to get going, I'll talk to you first. Feel free to browse through the catalogue and let me know if you have any questions."

At this point, start walking towards the shopping area. Make sure you have asked your Host in advance to encourage everyone to at least fill out their form and give it to you before they leave, even if they say they are not buying anything.

- You are now going to be at the SHOPPING AREA you set up when you arrived, with the 3 stacks (Sales, Scheduling and Sponsoring + calculator, catalogues, and additional order forms). Here are some questions to ask at the shopping area when the guest arrives:
 - (1) Did you have fun? Did you learn something new?
 - (2) How can I help you with your order?
 - (3) Would you be open to having a few friends together for an event like this?
 - (4) 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 in my business because _____.(If “yes,” give an Opportunity Brochure and “Is Arbonne for You?” flyer 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 package based on our Host Packages Sheet. You may want to leave a catalogue with the host and collect her/his order the following day. Take the order forms home and place the orders that night at home or the next morning.

Don't stay there forever! 😊

YOUR GOALS for each presentation: 1 Business Builder, 2 Presentations Scheduled, \$500+ in Sales

DISCLAIMER

These materials have been produced by a group of Arbonne Independent Consultants and are not official materials prepared or provided by Arbonne International, LLC.