



DISCOVER  
**ARBONNE®**  
**探索艾爾保**

Are you ready to make a change?  
準備好改變您的人生了嗎?



# Discover Arbonne 探索艾爾保



The Next Generation Income Opportunity 新一代的事業機會



# The Arbonne® Story 艾爾保的故事

- Botanically based beauty, health and wellness company with a 35-year history
- 擁有35年的歷史，並以植物性成分為基礎的護膚與保健產品公司
- Cutting-edge research and development
- 創新的產品研究與開發
- Passionate culture of Independent Consultants
- 真誠熱心的獨立顧問
- Global opportunity
- 全球性的商業機會
- Generous compensation plan
- 豐厚的報酬計畫
- Opportunity for willable business
- 自由的發展機會
- Experienced, committed Home Office team
- 資深且專業的總部公司團隊
- State-of-the-art distribution and support centers
- 最尖端的運貨配送中心



1975



1980



1985



1990



1995



2000



2006



2007



2009



2012



2013



# The Arbonne Product Advantage

## 艾爾保的產品優勢



Our products are unique:  
我們的產品獨一無二

- Plant-based formulations, blending the best of science and nature
- 融合科技與自然的植物配方
- Highest-quality ingredients from around the globe
- 取自於全球的最高品質
- pH correct and hypo-allergenic
- pH值適中, 低過敏配方
- Vegan certified
- 符合全素認證
- Dermatologist-tested
- 經過皮膚科醫師測試
- Clinically proven
- 經臨床驗證
- Never tested on animals
- 從不進行動物測試
- Built on Swiss heritage to European standards
- 秉承瑞士傳統, 達到歐洲標準





# The Arbonne Product Advantage

## 艾爾保的產品優勢



Our products are formulated *without*:

我們的產品配方不含：

- Gluten
- 麩質
- Petrolatum
- 礦脂
- Animal products or by-products, and never tested on animals
- 動物產品或副產品，且從不進行動物測試
- Formaldehyde-donating preservatives
- 甲醛防腐劑
- Chemical dyes and fragrances
- 化學染料和化學香精
- Artificial sweeteners, colors or flavors
- 人工甜味劑、色素或香料
- Parabens or phthalates
- 對羥苯甲酸酯或鄰苯二甲酸鹽



# Arbonne's Scientific Advisory Board

## 艾爾保科學顧問委員會



### **Laura Fortner, M.D., F.A.C.O.G.**

Arbonne Independent Consultant, National Vice President, Ohio,  
USA Board Certified in Obstetrics | Gynecology Special  
Emphasis in Complementary & Alternative Women's Health  
Dr. 蘿拉·福特納 F.A.C.O.G.  
艾爾保獨立顧問-NVP全國直銷總裁-美國俄亥俄州  
美國婦產科委員會認證醫生-女性健康



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美國護理資格審查中心委員會認證: 小兒科護理



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內外全科醫學士 - 皇家內科醫學院  
加州爾灣大學皮膚科主任



### **Nora Zorich, M.D., Ph.D.**

President, NLZ Consulting, LLC  
Retired VP Research and Development, Procter & Gamble  
Dr. 諾菀·容瑞奇 Ph.D.博士  
NLZ Consulting, LLC 總裁  
寶僑公司研發部前副總裁



# Wide Range of Consumable Products 多樣化的產品選擇

Arbonne offers prestige beauty, health and wellness products with targeted results.  
艾爾保提供優質的美容與健康保健產品。



Skincare 護膚



Nutrition 保健



Sun 防曬



Makeup 彩妝



Bath & Body 沐浴與身體



Hair 護髮

A Product-Driven Company 產品導向的公司



Arbonne Skincare 艾爾保護膚產品

## RE9 Advanced® Anti-Aging 逆時凍齡系列

RE9 Advanced is a world class anti-aging skincare line that incorporates age defying elements and botanicals for visible results:

RE9逆時凍齡系列是世界頂尖的抗老護膚產品，內含抗老成份和植物萃取物，使用後效果顯著：

- Lessened appearance of fine lines and wrinkles
- 減少外觀細紋和皺紋
- Improved hydration and moisturization
- 改善皮膚保水度
- Increased appearance of firmness
- 增加皮膚外觀緊緻度







Arbonne Skincare 艾爾保護膚產品

# RE9 Advanced® Clinical Results 逆時凍齡系列臨床測試結果

RE9 Advanced Extra Moisture Restorative Day Crème Broad Spectrum SPF 20 Sunscreen, Intensive Renewal Serum, and Corrective Eye Crème all beat:

RE9 Advanced 逆時凍齡的加倍保濕活膚日霜 SPF 20、煥新精華液、和緊緻除皺眼霜比:

- The #1 department store brand\*
- 百貨公司最暢銷的品牌\*
- The leading MLM brand
- 最領先的直銷品牌

in helping to provide a healthy, younger-looking complexion!  
還要能更加的幫助您肌膚看起來更健康、更年輕!

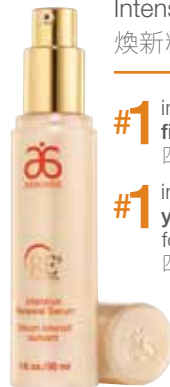


Extra Moisture Restorative Day Crème  
Broad Spectrum SPF 20 Sunscreen  
加倍保濕活膚日霜 SPF20

#1 in improving the look of **skin firmness**  
in four weeks  
四周內提高肌膚外觀緊緻度

#1 in improving the look of a **healthy, younger-looking complexion** in four weeks  
四周內肌膚外觀呈現年輕健康膚色

**96%** of subjects agree that the product provides **immediate moisturization**  
的試驗者同意，該產品的保濕效果立即見效



Intensive Renewal Serum  
煥新精華液

#1 in improving the look of **skin firmness** in four weeks  
四周內提高肌膚外觀緊緻度

#1 in improving the look of a **healthy, younger-looking complexion** in four weeks  
四周內肌膚外觀呈現年輕健康膚色



Corrective Eye Crème  
緊緻除皺眼霜

#1 in improving the look of a **healthy, younger-looking complexion** in four weeks  
四周內肌膚外觀呈現年輕健康膚色

#1 in improving the appearance of **skin elasticity** in four weeks  
四周內改進肌膚外觀彈性

Skin firmness and elasticity are measured by Cutometer® MPA 580. Complexion statements and photos are from Clarity™ Pro R&D Image Analysis.  
皮膚緊緻度和彈性乃經 Cutometer® MPA 580 測量。面色敘述和照片乃摘自 Clarity™專業研發影像分析。

Based on a Clinical Consumer Study with 163 participants over 4 weeks. 基於有163人參與的四周消費者臨床研究

\*International Research Services, Inc. \*國際研究服務公司



# What is Network Marketing? 何為直銷事業?

## Traditional Retail 傳統零售



## Network Marketing 直銷行銷



- Marketing and distributing a product via word of mouth
- 透過口頭相傳來營銷及配銷產品
- Effective distribution system
- 有效的產品配送方式
- Company provides infrastructure
- 公司提供事業基礎

- Flexible schedule
- 彈性安排行程計畫
- Ownership opportunity
- 擁有自己的企業
- Lifestyle choice
- 自己決定生活方式



# Why Arbonne? Why Now? 為何選擇艾爾保?為何要趁現在?

Baby Boomers  
嬰兒潮一代



Gen X  
X世代



Millennials  
千禧潮



Digital Generation  
數位世代



## Arbonne Advantage: 艾爾保事業優勢

Economic Opportunity  
營業機會

Ever Green Commitment  
綠色環保承諾

Ownership & Flexible  
Lifestyle  
擁有自己的彈性生活

Internet-Based Business  
網路行銷

Network marketing is booming, and people want more from the time they spend working, regardless of age, generation or socioeconomic level.

直銷事業一直在成長，不管您是什麼年齡、什麼世代、什麼社會，人人都希望自己辛勤的工作能換來更豐盛的報酬。





# Experience and Share Better Products

## 來體驗與分享優良產品

### **STOP 停止**

- Buying skincare products in the retail stores and paying their overhead.
- 付給實體店面不必要的營業費用
- Giving your money to stores who don't pay you a commission.
- 付錢給那些店面, 它們有付您佣金嗎?

### **START 開始**

- Enjoying the benefits of Arbonne products.
- 享受艾爾保產品的好處
- Buying superior products at a discount from your own Arbonne business.
- 透過自己的艾爾保事業折價來買優良產品
- Getting paid when others purchase Arbonne products from you.
- 當其他人從您購買艾爾保產品時賺取額外報酬

### **SHARE 分享**

- With others how to do the same.
- 您的成功故事
- With people how to buy better, healthier, safer products.
- 如何購買更健康、更安全的產品
- How to order online and have products safely delivered to your door.
- 如何安全的在線上購買產品並配送到府

Show others how to redirect their personal care spending. 教導他人如何重新安排個人護理的消費方法





# Four Ways to Earn an Income

## 四種方式來賺取報酬

1

### **Commissions** 佣金

Your profit  
from personal  
product sales  
來自個人產品銷售的  
利潤

2

### **Overrides** 組織佣金

Your earnings  
from product sales  
by your team  
您團隊銷售產品獲得  
的收入

3

### **Mercedes-Benz Cash Bonus Program**

賓士現金紅利專案  
For Vice Presidents  
and up  
總裁級以上的獲利

4

### **Cash Bonuses** 現金紅利

Your bonus at every  
level of management  
based on sales by  
your team  
根據您團隊銷售業績  
與各管理級別的紅利



It Starts With You  
從您開始





# Build Your Network of Independent Consultants and Clients

## 建立您的獨立顧問團隊





# Build Your Network of Independent Consultants and Clients

## 建立您的獨立顧問團隊





# Continue to Strengthen Your Retail Network

## 繼續強健您的產品行銷









# A Generous Compensation Plan

## 豐厚的報酬計畫



For complete details on the Arbonne Compensation Plan, visit [arbonne.com](http://arbonne.com) > Opportunity > SuccessPlan.  
欲獲艾爾保報酬計畫的完整詳情，請造訪 [arbonne.com](http://arbonne.com) > Opportunity > SuccessPlan

Level 級別	Average Monthly Income 月均收入	Average Time to Position 平均在職時間
<b>District Manager</b> 分區經理(DM)	\$282	7 Months 7 個月
<b>Area Manager</b> 地區經理(AM) Will Your Business 從心所欲做生意	\$1,466	15 Months 15 個月
<b>Regional Vice President</b> 區域直銷總裁(RVP)  \$100,000 Life Insurance at ERVP 在ERVP享受 \$100,000 人壽保險	\$5,384	28 Months 28 個月
<b>National Vice President</b> 全國直銷總裁(NVP) 	\$21,399 With Unlimited Income Potential 收入潛力無限	48 Months 48 個月



# Where Do You See Yourself? 您想如何成為艾爾保的一份子?

Three Ways to Join  
三種方式參加



## Host 主辦人

- Receive free products and benefits.
- 獲取免費產品和惠益
- Invite friends and family to learn about Arbonne products.
- 邀請親友瞭解艾爾保產品

## Client/Preferred Client 顧客/尊榮顧客

- Benefit from personalized shopping assistance from your Arbonne Independent Consultant.
- 尊享艾爾保獨立顧問為你提供的專屬購物服務
- Join as a Preferred Client for just \$20 to enjoy at least a 20% discount off SRP of all products.
- 只需20美元, 即可成為尊榮顧客, 享受所有產品至少20%的折扣
- Preferred Advantage Program: Earn rewards to use toward future orders.
- 尊榮顧客計畫: 賺取獎勵來用於未來購買產品時使用

## Independent Consultant 獨立顧問

- "I'm ready to start my business."
- 我準備好開創自己的事業了!
- Join for just \$79.
- \$79開始自己的事業
- Enjoy 35% off Suggested Retail Price
- 享受35%的折價
- Unlimited income potential
- 無上限的報酬方案
- Opportunity to earn Mercedes-Benz Cash Bonus
- 賺取賓士現金紅利的機會
- Personal growth and development
- 個人的成長與發展



## Dream Big! 勇敢追夢吧!

- You are where you are today because of the choices you made yesterday.
- 今日的選擇，將影響明日的你。
- If you keep doing what you are doing, where will you be in five years?
- 如果繼續照您目前的腳步走，五年後您會在哪裡？
- Instead of asking what if it doesn't work, ask yourself: What if it does?
- 別問：“如果沒成功會怎樣？” 問：“成功了會怎樣？”

Will you say yes to your future today?  
您願意現在就承諾您的未來嗎？

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# Join Arbonne and Build Your Own Successful Business 加入艾爾保建立您自己成功的事業



Live your dreams. Make it happen! 活出您的夢想, 實現它吧!