



HOST PLANNER

A Guide to Planning Your Presentation




ARBONNE

RE⁹
ADVANCED

Intensive
Renewal Serum
Sérum intensif
ravivant

1 fl. oz./30 ml



Dear Valued Host,

Thank you for allowing me to share the Arbonne experience with your friends and family. In appreciation, I'll make sure your guests enjoy their time together as they sample the wonderful products and learn all about the benefits of Arbonne. Plus, I'll do all I can to make sure that your Wish List is fulfilled, and that you reap all the rewards of being an Arbonne Host has to offer.

This guide is full of information to help you make the planning process as easy and fun as possible, including handy tips, theme ideas, product information and much more.

I look forward to seeing you at the Presentation. In the meantime, please let me know if I can help you with anything or answer any questions.

With appreciation,

Your Arbonne Independent Consultant

Date: _____

Time: _____

Consultant Arrival Time: _____

4

Presenting...

Arbonne Products

7

Be a Host and **Be Rewarded**

8

Fun Theme Ideas

9

Take the Guesswork
out of **Guest Lists**

12

Easy Ways to
Increase Attendance

13

A **Simple Schedule**

15

An **Opportunity**
for More Rewards



Stop Your Skin From Acting Its Age with RE9 Advanced®

This powerful anti-aging system is an Arbonne bestseller for a reason – it really works. The products help restore the skin's youthful radiance and dramatically diminish the appearance of fine lines and wrinkles, delivering firmer, smoother, younger-looking skin. With antioxidant vitamin C and age-defying botanicals, the formula has been clinically proven to start working within 24 hours, so the products do not take long to impress users with their amazing results.

Four of Arbonne's top-selling products
are from the RE9 Advanced line!

RE9 Advanced
Smoothing
Facial Cleanser



RE9 Advanced
Restorative Day
Crème Broad
Spectrum SPF 20
Sunscreen

RE9 Advanced
Intensive
Renewal Serum



RE9 Advanced
Corrective Eye Crème



Christy Dreiling
Arbonne Independent Consultant
Executive National Vice President

Arbonne Essentials®

Just What Every **Body** Needs



Guests always enjoy sampling the plant-powered nutritional products from our Arbonne Essentials line.



Shake things up
by offering sample cups of the delicious protein shakes in chocolate or vanilla.



Add some **pizzazz** to the Presentation with a taste test of the Arbonne Essentials Energy Fizz Sticks in citrus or pomegranate.

Take a shot
and have guests try the Arbonne Essentials Antioxidant & Immunity Booster, a powerful blend of pomegranate, açai, blueberry, cranberry and other superfruit juices.



Make time for tea
and offer cups of calming Arbonne Essentials Herbal Detox Tea.



Dream Themes

Ideas for **Fun** and **Fabulous**

Group Presentations



Left to Right:

Claire Fishenden

Arbonne Independent Consultant
Executive Regional Vice President

Shandi Starks

Arbonne Independent Consultant
Executive Regional Vice President

Adrian Starks

Arbonne Independent Consultant
Executive District Manager

Lori Andrews

Arbonne Independent Consultant
National Vice President

Girls' Night Out

Grab the gal pals for an evening of **relaxation, pampering** and **girl talk**.

Sunday Afternoon

A casual get-together creates a **low-key environment** that allows guests to focus on the products.

Office Lunch Break

A **quick lunch hour** Presentation with co-workers offers just enough time to get guests acquainted with the Arbonne line.

Let's Grab a Latte!

Have friends meet at a **favorite local café, bakery** or **coffee shop**. Refreshments are already provided and there's a great built-in atmosphere.

Party with Purpose

Raise money and awareness for a cause near and dear to your heart. People love to feel like they are making a difference, so pick a favorite charity, like the **Arbonne Charitable Foundation®**, and watch attendance increase.

Be **Inviting**

It Pays to Be **FRANK**

Not sure who to invite? A simple, effective way to get started is by using the acronym FRANK, which helps you list and group people under the following categories:

Friends

_____	_____
_____	_____
_____	_____

Relatives

_____	_____
_____	_____
_____	_____

Activities

_____	_____
_____	_____
_____	_____

Neighbors

_____	_____
_____	_____
_____	_____

Kids

_____	_____
_____	_____
_____	_____

List those who are unable to attend, but may be interested in ordering products:

_____	_____
_____	_____
_____	_____

QUICK TIP: The typical Arbonne Group Presentation hosts 5–8 guests. As a general rule, only about half to one-third of invitees will be able to attend. So don't waste time trying to find the perfect date that suits everyone. Simply pick a date that's best for you and invite at least twice the amount of people you want to attend.

Glamorous and Gorgeous, Arbonne Cosmetics

A Presentation is the perfect place to showcase the beautiful selection of products in the comprehensive Arbonne Cosmetics makeup collection.



Guests will feel fabulous getting glammed up as they explore the vibrant array of shades for eyes, lips and cheeks.



Getting hands-on with the makeup products makes it easy for guests to find that perfect shade.



The Makeup Primer, one of the five most popular Arbonne products, feels as soft as cashmere on the skin and is always an instant hit.



Esmeralda Saldaña
Arbonne Independent Consultant
Regional Vice President

Be My **Guest**

Want to **increase** attendance? Here's how!



Make It E-asy!

The new Host Rewards online invitation feature makes it easier than ever to organize your Presentation. After you've finalized the guest list, your Arbonne Independent Consultant can simply email invitations to guests directly from the Arbonne website.

Make It Personal

Personal, face-to-face invitations are another great way to ensure your Presentation is well attended. Always follow up with a phone call or email, or have some printed invitations to hand out to any potential guests you bump into while out on the go.

Welcome Plus Ones

Encourage guests to bring a friend to increase attendance. Besides, the more the merrier, right?

Contact Is Key

Follow up with a phone call to share your excitement a couple of days before the Presentation. It's important to sound upbeat. Hey, if you aren't excited about your Group Presentation, why should they be? If guests cancel or decline, offer to drop off a catalogue and remind them they can still place an order for your Presentation.

Being Social

Don't forget to utilize social media — it is one of the most powerful ways to let a wide range of people know about your Presentation. Use Facebook, Twitter, blogs and any other social media outlets to send out invitations or reminders. This is also a great way to facilitate orders from people who can't attend.

Perfect **Timing**

The average Group Presentation lasts around 90 minutes. Here's a sample timeline to help you keep things on track:



6:30–7:00 p.m. Arrival and Set-up

Your Consultant will arrange to arrive a half-hour early to set up the product displays.

7:00–7:10 p.m. Guest Welcome and Host Introduction

Consultant welcomes guests and briefly introduces himself or herself to the group.

7:10–7:15 p.m. Arbonne Introduction

Consultant briefly introduces the Arbonne brand, business and products.

7:15–7:40 p.m. Product Demonstration

This is the fun part! Guests can experience and sample the Arbonne products, and get to know each other.

7:40–7:45 p.m. Wrap-up and Closing

Consultant wraps things up and explains the ordering process.

7:45–8:15 p.m. Guest Orders

Guests can continue to chat, mingle and compare notes as they place orders.

Opposite Page Left to Right:

Iain Pritchard
Arbonne Independent Consultant
Executive National Vice President

Rebecca Gielen
Arbonne Independent Consultant
Executive Regional Vice President

Bassamba Sao
Arbonne Independent Consultant
Executive Regional Vice President



Your Pre-Presentation **To-Do List**

Get Going!

Set the date and time of your Group Presentation.
Review the guest list with your Consultant.
Use the products! Who better to give a testimonial than you?

Get Excited!

Call to confirm attendance.
Encourage friends to book their own Presentation.
Share your enthusiasm.

Get Rewarded!

Build your Wish List and maximize your Host Rewards.
Thank everyone for coming and give your testimonial.
Request outside orders.

The Opportunity **of a Lifetime**

Want to learn more about Arbonne? There are three ways to join:

- 1 Arbonne Independent Consultant** Enjoy a 35% retail profit from all sales of Arbonne products you sell.
- 2 Preferred Client** Receive 20% off the suggested retail price (SRP) of all Arbonne products. Take advantage of rewards and special promotions.
- 3 Client** Receive Arbonne product gifts for hosting Presentations.

Oh, **the Possibilities!**

Here's a great opportunity to have fun, make a difference and make money, all on your own terms. Arbonne Independent Consultants live a fulfilling life with the flexibility to create their own schedule. Ask your Consultant how you can change your life with Arbonne today.

Oh, **the Opportunities!**

Arbonne product discounts

Retail profits

Bonuses and additional earnings

Life insurance benefits

Possibility of travel opportunities to incentive trips and exciting events

Mercedes-Benz Cash Bonus Program

Oh, **the Rewards!**

If you think being a Host offers great rewards, being an **Arbonne Independent Consultant** can be even **more** rewarding.

As a Host: Accumulate 500 QV = earn \$250 for \$50 and two items at 50% off, plus a \$50 product free.

As an Arbonne Independent Consultant:

Earn 35% retail profit from the sale of Arbonne® products

(plus overrides, depending on rank). That's \$175 commission on a \$500 sale of Arbonne products. That equals almost \$90 an hour for having fun with your Host and their guests!

Become an Arbonne Independent Consultant today for as little as \$79.

Being a **Host** is the **Most** Exciting Way to Experience **Arbonne!**

1

It's Fun and Social

Gather friends and make new ones while you introduce people to the amazing array of Arbonne products.

2

It's Easy

Set the date, compile a guest list, pick up some simple refreshments and you'll be Presentation-ready in no time.

3

It's Rewarding

Enjoy generous discounts on Arbonne products!

Arbonne
Independent Consultant:

Phone:

Email:

Website:

æ ARBONNE®



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