

Slide 1 - DISCOVER ARBONNE – Share Your WHY

Slide 2 – The Arbonne Story

A little bit about our Company. Arbonne turned 36 years old this January. We've got over 3 decades of stability, culture, roots, and sustainability... And, we're just getting started!

Arbonne is in the very early stages of globalization. Currently, we are in 5 countries: the US, Canada, Australia, the UK, and Poland. Poland is our gateway to Eastern Europe. Later this year, we are opening in Taiwan - our gateway to Asia, the biggest network marketing market in the world. This global expansion will continue for the coming years until we are a household name all over the world. Arbonne is 36 years of stability and sustainability *combined* with a ground floor opportunity. How exciting!!!

We have a generous compensation plan, which I will touch on in a second. One of my favourite parts of our comp plan is that this business is will-able. As soon as you get to the 2nd level of management, Area Manager, your business becomes an asset that you can put into your will and leave to your beneficiary.

There are three people I love to brag about. First, is our CEO Kay Napier. She is a brilliant visionary and business woman. She came to us with over 20 years' experience with 2 fortune 500 companies. She is dedicated to bringing beauty, health, and prosperity to the Arbonne community.

Then, we have our dynamic duo in charge of our products. Dr. Peter Matravers – our Chief Scientific Officer. He comes to us from many years of experience at Aveda and other major brands. He is one of the top chemists in the world for botanically based products, like Arbonne. He owns over 20 US & International patents. He has partnered with Michael D'Arminio, our Chief Creative Officer, who has shaped the marketing and creative vision for some of the worlds' top beauty brands. Their vision is to keep our company at the cutting edge of what is trending. They are the best in the business at what they do.

Slide 3 – A Generous Compensation Plan

Arbonne offers us a phenomenal compensation plan with four management levels. We all start at the same place – as an Arbonne Independent Consultant.

There are 4 ways we make money. We make a commission on every product we personally sell. We make overrides on the products our team sells. At the VP levels, Arbonne pays for you to drive a white Mercedes Benz. And we make cash bonuses that Arbonne offers at every management level based on sales.

The first level of management is District Manager. As a District Manager in Arbonne, you will average just over \$300 a month. Maybe that's a car payment or maybe it's extra spending money. Maybe it means you can make your mortgage payment or start saving for your future. At this point, you may still be a team of one or just starting to develop your team.

The second management level is Area Manager. You can now will your business. On average, you will earn, just under \$1,700/month, which is an extra \$20,000 a year. Imagine... What would you do with an extra \$20,000 per year?

The third management level is Regional Vice President. This is where you get your car – the white Mercedes. It's also where you get to experience "choice". You may love your job and you may choose to continue working and run your Arbonne business on the side. If you don't love what you do, this is the time when you may be able to walk away from it. You are now averaging a full time income of over \$80,000 a year, working part time, for yourself, from home. The average Canadian earns just over \$44,000 per year working full time, for someone else.

Then, at the National Vice President level, you now have life changing money. The average National Vice President in Canada earns over \$229,000 a year. With that, there are no capped salaries, no glass ceilings, and there is unlimited income potential. This is an equal-opportunity opportunity. You decide what your paycheck will look like.

Slide 4 – What is Network Marketing?

Network marketing is a smart distribution system. It's a 183 billion dollar, global industry. It's a way for a company to distribute a product directly from the manufacturer, to your front door, without any middle men. When we compare this to the traditional retail model, a product goes through many steps before it gets to the consumer. All those steps take time and cost money.

With Arbonne, we manufacture our own products and distribute them directly to the consumer. This saves, not only time, but money. That money saved goes back into three important places.

#1 The Products - We offer botanically based, luxury brand products, without the luxury brand price tag.

#2 Research and Development – We have unlimited resources to stay on the cutting edge of product development.

#3 Most importantly, the Consultants – We have a generous and competitive compensation plan, with unlimited income potential. On top of the income, there a trips, jewelry, and all sorts of recognition.

This is a word of mouth business. Network Marketing is recommending, and we all do it every day. We recommend the things we love - movies, books, restaurants, plumbers, doctors. We share what we love with our friends and family. We just don't usually get paid to do it. But when we do this with Arbonne, we get a nice commission check.

Slide 5 – Experience and Share Better Products

Here's how you build a business with Arbonne. We Stop, We Start, and We Share.

Before starting Arbonne, I was already using personal care and wellness products. The only difference now, is they all have an Arbonne label. I already had soap at the kitchen sink and bathroom, shampoo and conditioner in the shower, skincare, suntan lotion, makeup, supplements, and nutrition - I had all

that in my house. I just bought it from someplace else like the drug store or the department store - supporting someone else's business.

When I started Arbonne, I just STOPPED purchasing from the places I usually shopped from. I STARTED purchasing the same types of products I was already always going to keep buying for myself and my family, but now, of a better, safer, higher quality, from my *own* virtual Arbonne store. So now, I support *my* business instead of someone else's. To grow my business, I SHARE these products and the business opportunity with others so they also enjoy the benefits of whichever one they wish. Those who want to purchase products, order it online. Those who want to become consultants, sign up online, and I teach them to STOP, START, SHARE too! The benefits of having a home based business are endless, especially with the added tax breaks of being a business owner.

Slide 6 – Why Arbonne? Why Now?

We sell Consumable Products that people use every day.. People fall in love with the results from our products, so when they run out, they re-order. This creates repeat business.

The demand for Health and Wellness has never been bigger. It's the fastest growing industry today. All generations care about their health and are spending more money than ever in this sector. People want to live a long, full, vital, healthy, beautiful life and are out there looking for products to support that. Our catalog is a one stop shop for everything personal care, and health and wellness.

We offer you the ability to Leverage Your Time. Everyone is busy, so you build your business in the nooks and crannies of your already full life. By building a team, you tap into the unlimited potential of network marketing. Let's say I work my Arbonne business 10 hours per week, alongside my busy life, and teach 10 people to do the same. Now my business represents 110 hours of work, I'm getting paid on 110 hours of results, but I still only work 10. That the power of time leverage.

Lastly, this is an Internet Based Business. I can run my business from anywhere in the world from my smart phone. Everything is online. I don't touch their money, I don't deliver their products, I don't go door to door with catalogues, and I don't stock product in my home. I own a virtual Arbonne store. If they aren't local, I can use tools like Zoom, Skype, or FaceTime to connect. I can teach, coach, train, and help them build their business all online from my kitchen table.

Slide 7 – The Arbonne Product Advantage

Let's talk about Arbonne's products. These phenomenal products are the foundation of our company.

Arbonne takes the purest botanicals and the safest of green science to create beneficial, results driven products.

We are pH correct and hypoallergenic, so our products are very gentle and kind to your skin and body.

We are Vegan certified.

They are dermatologist, paediatrician, and ophthalmologist tested. We do all of our testing at a third party facility on voluntary humans. Our clinical results are proof that our products work as well as we say they do. We have the number one anti-aging skincare line for visible results on the market today.

We don't test on animals – we are cruelty free and PETA Certified. We have never tested on animals and we never will.

We are built on a Swiss heritage and adhere to the EU Standards. Those are the highest and strictest standards in the world today, and we have always, and will always, abide by those standards.

Slide 8 – The Arbonne Product Advantage

It's also important to know what isn't in our products. Arbonne is certified Gluten free. GMO Free.

There is no petrolatum, which is mineral oil, a by product of the crude oil industry. We choose to use nourishing botanicals instead.

We have no animal products or by-products. We live in a world where people are striving to eat healthily. We read labels and we are increasingly aware of what we put into our bodies. People are becoming equally aware about what goes on their skin. What you put on your skin is absorbed into your blood stream faster than what you eat – as fast as in about 26 seconds. Words on your label like collagen, lanolin, tallow, and “all natural ingredients” are, in fact, animal fats. These animal by-products are collected through a recycling process called Animal Rendering. If you want to know more, I encourage you to research Animal Rendering Plants.

There are no formaldehyde-donating preservatives. We have no chemical dyes or fragrances – which are both highly allergenic to so many. No artificial sweeteners, colours or flavors. No parabans. No phthalates. Both of those are chemical preservatives linked to all sorts of health concerns that you'd want to avoid and prevent.

Slide 9 – Wide Range of Consumable Products

We have something for everyone. Our products cover every personal care, and health and wellness need of everyone in your household, and are accessible with the click of a button. From your baby to your great grandmother and everyone in between, we've got you covered. These are products you are already purchasing and using every single day on every member of your household. We offer you a safer, healthier, more effective product that is more convenient to purchase and drop-shipped to your door.

Slide 10 – Build Your Network of Independent Consultants and Clients

Success in network marketing comes down to putting in enough consistent effort and time. There is a great Network Marketing Statistic by Mark Yarnell that says: If you work a network marketing business part-time and consistently for 10 years, you'll have a 95% chance of promoting to the top level of your company. There is no other industry that can offer that kind of equal opportunity for everyone!

Over time, you build a network of clients and consultants. Your team grows because, as you add new people to your business, so does your team. We do this through Group presentations and One on Ones where we share the products and the business. We teach you how to do both. We have a proven System for Success that has been passed down to us. All you need to do is duplicate it.

Slide 11 – Where Do You See Yourself?

There is a place for everyone with Arbonne. Maybe you want to host a get together or even a business meeting. We love our hosts and there are great benefits to hosting with Arbonne.

Or maybe you want to purchase some product. Now that you know what you know, you may wish to change your brand. We have a fantastic preferred client program which is our loyalty program for our customers. We appreciate them and show them with discounts, vouchers, free product, and more.

Or you could decide to do what I did – become an independent consultant. With Arbonne we get a 35% discount on all our products, unlimited income potential, travel, turn an expense you already have into an income, and so much more. It's a phenomenal opportunity.

Slide 12 – Dream Big!

So Dream Big. You don't have to settle. You will work for the rest of your life to build someone else's business so that they can grow wealth and live a dream life, or you can work your own business to build your own dream life.

What is your 5 year plan? The definition of insanity is doing the same thing over and over and expecting a different result. If you want something different, you must do something different. Arbonne is an opportunity to take control of your life and your future, and you can build something that will give you unlimited choices. Don't over think it. Don't ask, "what if it doesn't work" instead just imagine, "what if it does," 'cause it does. And, it will!

***** STOP YOUR PRESENTATION HERE IF YOU ARE AT A LAUNCH or ONE ON ONE. Save the ABC's of Arbonne if you are at a One on One or Follow up, and the prospect expresses interest in what happens next. ******

Slide 13 – ICCS Summary

Slide 14 - Title page of ABC's of Arbonne

If you decided that this was something you'd be interested in, what would happen next? The ABC's of Arbonne.

Slide 15 – ABC's of Arbonne

This business is so simple. But hard work. Harder you work the more success you will be. A – Join as IC, B – Order your Business Tools and C – launch your business.

Slide 16 – A – Join as an Independent Consultant

In Canada it cost \$95 to join Arbonne, that's what Arbonne requires. For that \$95 you now have the ability to be in business as an Arbonne Independent Consultant. You will get 10 RE9 sample packs, 10 catalogues, and your own Arbonne website –you get to customize it with your name and your picture, and a little information about yourself. When your clients shop from your website, it's all connected to you.

Slide 17 – B – Order Your Business Tools

The next thing we are going to do now is order the tools you will need to run your business. What we recommend is a start-up order of strategically chosen products and business tools, totalling between \$1500-\$2500. These will be the tools you will use to run your business and the products you share with people to introduce them to the Arbonne catalog and business opportunity.

You are going to "Arbonnize" your home. You want to walk the walk and talk the talk and be able to speak to them truthfully. You want to be using these products. This fuels your belief in your business and gives you your product knowledge to make sincere, first hand recommendations. They are so awesome; you see the results and the difference they make. Represent your own brand. This is your business. You own your own Arbonne business, so make sure you are using everything Arbonne and are representing your own brand.

Slide 18 – C – Launch Your Business

Now we are going to launch your business. We do 4 business launches in your home around your kitchen table and living room. Super simple. We do everything at the first launch. It's casual, fun, and purposeful. Call it a Party/business meeting/ get together. Big or small – it doesn't matter. We do 4 so that your market has 4 opportunities to come learn about your new business, and learn about what you are up to.

This is also a way for us to train you. We use these four opportunities to teach you how to do a one on one, a group presentation, a follow up, and the sales and connections that result from this business building activity. This is a simple duplicable system. We will introduce this business to your warm market for you. Imagine trying to explain all of this right away – instead, we are here to help you and it's a nice third party endorsement. It shows your network that you are supported in your business. We take you by the hand and teach you everything you need to know. It's like teaching a kid to ride a bike. We hold on until you are ready to ride on your own. There is lots of support. All you need to do is plug into our System for Success!! This is a earn as you learn business.

Slide 19 - You're in business for yourself, but never by yourself.

You don't need to be great to get started, but you need to get started to be great! And the best part is, even though you are in business for yourself, you are never by yourself. You have an upline of consultants who are there, willing to link arms with you, and ready to help you succeed.