



INDEPENDENT
CONSULTANT

WHAT YOU'LL NEED:

- Catalogs
- Order forms
- ASVP RE9 Face & Nutrition sets
- Party Binder (or close binder)
- Arbonne Greens & 3 of your favorite products
- Client care cards & wishlist
- Sea Source Trio (scrub, massage oil, 24-hr lotion)
- Washcloths & Towels
- Head Bands
- Close Sleeves
- Protein Shakes
- Curiosity Packs
- Dixie cups, tea cups & tray
- Host Brochures
- Shaker Cup
- Pens & Lap Boards
- Water Bottle
- Gold Bag
- Calendar / Calculator
- Booking & New PC Gifts (optional)

SET UP:

- Pre-pour Fizz & Protein Drinks. Steep the herbal tea;
- Set-up your: product table, lap boards (with client care card and wishlist), close sleeves;
- Set out Mayo Clinic Flyer, Clinical Studies Flyer, Before & After Images;
- Set-up your checkout station (order forms, curiosity packs, calendar, etc).

AS GUESTS ARRIVE

Greet Each Guest

- Do SeaSource Trio only on guests that arrive 15 min early, at the kitchen sink.
- “Before we start, I want to pamper you with a ‘hand spa treatment’. You’re going to hear more about Arbonne’s botanical ingredients, but this is part of our Seasource Spa Line, and our botanicals are from the sea, such as spirulina and marine algae”
- Wet hands, dab small amount of Seasource scrub, and ¼ pump of massage oil.
- “Scrub your hands, this will shine up your rings too! What you smell is our botanicals, not a chemical fragrance”
- Rinse, towel dry, and finish with 24-hr lotion on hands.

While you are meeting with them at the sink: Ask them how they know the host? What they do for a living? I bet you love what you do?

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Have all guests seated at dining room table.

- Give each guest lap board with client care card & wish list;
- Each guest should have samples in front of them (fizz, shake & tea);
- Don't hand out catalogs or close sleeves until end of presentation.

INTRODUCTION

Gather guests into Presentation room, start on Time!

- Warmly welcome Guests
- “Thank them for caring about pure, safe, beneficial choices for their family”

EDIFY AND THANK HOST

You can ask them to share why they are hosting, but make sure to plan ahead, and have them practice.

Example: “I almost didn't go to Mary's Arbonne presentation, but I'm so glad I did, I learned so much, and I absolutely love the products. That's why I wanted to share it with all of you as well”

Ask Host to give testimonial

YOUR 3 MINUTE “I STORY”

Have a compelling, confident, passionate story. Connect with the Guests!

Tell your Story (be brief, around 3 minutes)

** Introduce yourself:*

- Your background?
- Things you didn't like about that background?
- How you got introduced to Network Marketing?
- Your results and how you feel about your future?

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ARBONNE'S 3 MINUTE STORY

HOLDING CATALOG:

- Petter's Vision of a Synergistic approach to anti-aging: "What you put on your skin, and in your body"
- You won't find us in stores, magazines, or pay expensive models. All the models in our catalog are Arbonne Consultants and their families
- If I shared all the products in our catalog, we'd be here all night! Share quick 20 seconds...while fanning catalog... we have skin care, body care, hair care, aromatherapy, spa, wellness and nutrition, cosmetics, sun care, baby care....So what I'm going to do is take the next 20 minutes and share the core, foundational products that are the most important to start with: Our Anti-aging Face & Body, and our Wellness/Nutrition Line.

OPEN WITH THE CLOSE

“Before I begin, I want to give you some things to think about, and I’ll review this at the end as well. The biggest problem most people have when they come and learn, is they want everything! You’ll be pleasantly surprised how affordable Arbonne is, even though it is very high end formulations, based on European Standards.

1) Watch what I do, if you’re wanting another income stream in your life, please consider joining our team!

2) If you’re not interested in making money, but want to shop and save, you’ll love our Preferred Client Program if you want more than just a few products. For \$24 you can have your own Preferred Client ID#, shop online direct with Arbonne, and not fight the malls to get your products. You’ll always get 20% off, however, the sets I’ll be showing you tonight, are actually 40% off, the \$24 fee is WAIVED, and you get a Free \$60 product of your choice! And

3) I believe we have the most generous Host Program in the profession, since you won’t find us in stores, we rely on people like _____ our host, to share Arbonne with others. We consider you our partner in success, and reward you very generously!

4.) If this is a new consultant launch: New consultant is looking for people to join her team. You are invited tonight because she thinks so highly of you and would love for you to consider partnering with her. But if this isn’t the right fit for you, please jot down the names of anyone you can think of who might like to hear about what we are doing.

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RE9 ASVP (ARBONNE SPECIAL VALUE PACK) FOR FACE

Product Overview

RE9 – Flagship

“According to our VP of Product Development, Peter Matravers: RE9 stands for REBUILD, REPAIR AND REJUVENATE. We use Vitamin and Plant Acid Therapy that commands the skin to behave the way it did when we were young, and helps restore the CELL MEMORY as we age.

RE9 competes with products that are sold at a medical level. However, our advanced delivery systems stimulate the cells to the degree needed by each cell so that cells don't become overstimulated. Formulas that rely on strong chemical ingredients can't differentiate between healthy and sluggish cells and stimulate all cells equally. Healthy cells that are overstimulated can burn out accelerating aging. With RE9, the benefits are long term not temporary. In fact, long term your results increase. When RE9 is combined with other Arbonne products, your results are exponential because all of our products are designed to work together synergistically.

This product line is our flagship line. It is our signature product line and is well known and respected. Formulated in Switzerland, it follows the European standard. As a pure, safe and beneficial line, it is formulated without Gluten, no dyes or chemical fragrances. We do not test on animals and we are Non GMO. These things are so important to people when they read labels.

You may be thinking: I've been a label reader for what goes in my body but not what goes on my skin. Your skin is the largest organ in your body; it does more than hold you all together. It is the second detoxifying and eliminating organ. For a little experiment you can put a piece of Garlic between your toes and you will taste it in about 15 minutes."

Demonstrate:

- Talk about the eye cream. Introduce how to use it (ring finger, half a pump, tap even over eye make-up)
- Talk about the day cream. (Allow to use on back of hand, smell the orange scent, very lightweight)
- Swiss Formulas are where the billionaires shop. When you travel overseas you will see a small section of duty free Swiss product that can cost upwards of \$500 a jar. Typically security is close by. What I love about our product is that it is very high-end, very effective, but it is priced affordably for the average person. Because we skip the entire middle-man expenses and we go direct to the consumer.

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GENIUS

- SECRET WEAPON to aging, lines, age spots, acne, uneven skin texture & tone!
- A BOTANICAL RETIN-A without a Prescription!!
- Tips on how to use. (entire face, neck and back of hands.)

(Give any testimonial)

- Remind them that this along with RE9 set is 40% off.

RE9 FACE & BODY

Don't forget your neck down area with anti-aging!

- Briefly cover each item

Give testimonial

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ESSENTIALS

According to the AMA (American Medical Association) the top three stressors are:

1. Lack of Good Health & Nutrition Habits
2. Exposure to Chemicals
3. Financial Struggles

- Resources from MAYO Clinic.
- Talk about Mayo Clinic Handout you have on display.

(Sample shakes and fizz tabs)

- Protein Powder – 20g Vegan Protein. They are non GMO and gluten-free.

Give testimonial.

- Fibre – aids in digestion and is tasteless.
- Fizz Tabs – help provide a boost of energy and can help you and your children get off of soda, coffee or energy drinks. Bathe our cells in alkaline which is important for the PH of body.
- Herbal Tea – Detoxifies our number one organ, our liver, at a cellular level.
- 7 – Day Cleanse – A great jumpstart for your body.
- Set comes with our support guide with recipes and information.
- Nutrition set is also 40% off. You can choose one or the other; highly recommend if not interested in joining team, then as PC you get them both at 40% off.

- Greens – bodies aren't getting the nutrition they need. Perfect product for free gift.

YOUR FAVORITES

- Pick 3.
- Be Brief.

Give testimonials.

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CLOSE

- Review 3 Ways to Win, again
- “Since these sets are 40% off, I recommend you get both of these sets, to experience the best results!”
- “I’ll be helping each of you individually to find the best fit for you. I have an area dedicated right over here (point to closing area) with my calendar, Tablet to enter your orders directly online, calculator, and I have a gift for those of you that become a consultant, become a preferred client, and also a gift for those of you the Book a Presentation with your friends!

Be thinking if you’d like a daytime or evening event, and weekday or weekend, and we’ll find a date that works for both of us!

I also have headbands and washcloths at the sink if anyone is interested in doing a cheeks and below facial with RE9, leaving your eye makeup on.”

- Pass out Catalogs and Closing Documents

TAKE INITIATIVE TO BRING PEOPLE TO YOUR CLOSING AREA.

Have the ASVP Set Flyers in your hand.

- “Where do you see yourself? What sets are you wanting?”

TIP: If someone is curious about the business, but not ready to sign up as a Consultant right now, give them a Curiosity Packet, and say:

“Here’s what I recommend, Sign up as a Preferred Client, place your order, and schedule to Host. You’ll want to use the products, and introduce Arbonne to your friends should you decide to become a consultant. And then if you do decide to join our team, the \$95 Starter kit is only going to be \$71, even though the \$24 PC is waived, you still get the savings on the starter kit!”

TIP: When you are in consistent activity, you will always have a new consultant shadowing you. Have them help you with the facials at the sink, and also help directing traffic.

- Place orders, Book Presentations, Give out Curiosity Packets and GIFTS for those who schedule, become a PC and a Consultant (keep gifts simple, but nicely decorated!)
- Tally up sales, and get very excited with your HOST ALL THE GIFTS SHE’S EARNED!
Remember, a Happy Host creates curiosity in the business and encourages others to Host as well!

Overview Presentation Card #14



I N D E P E N D E N T
C O N S U L T A N T