

The G.T Nation Genius Express Facial

Before you leave your house:

- Pack in as little amount of bags as possible, you want to arrive making it look easy, not like you are moving in.
- Arrive 30 minutes early to be completely set up and chat with hostess before guests arrive. **You need to connect with the host and tell her how much you appreciate HER!**

What to take with you:

- (From Dollarama) Buy bowls, mirrors and place mats in picture \$5.25 for one place setting, purchase 6 sets
- 2 hand towels for scrubs at sink
- Lap towel for each guest so they feel cared for and do not mess their clothing.
- 2 face clothes for each guest (1 for sink face wash and 1 for the scrub at the table)
- Hair band for each guest so they do not get hair wet or product in it.
- Mini popsicle sticks or mini spatula to share products without guest putting fingers in jars.
- Makeup sponge for matching guests foundation color



#818	Re9 Full Set
#841	Re9 Body Firming Cream
#1980	Fc5 Full Shower Set
#4317	Genius (Box It Came In With Empty Bottle To Show Concept)
#7321	SeaSource Detox Fortifying Hair Mask
#851	ABC Baby Body Lotion
#7626	Liquid Foundation
#7824	Bronzer
#7793	It's a Long Story Mascara
#7871	Lip Polish
#7089	Awaken Sea Salt Scrub
#7322	SeaSource Detox Re-Mineralizing Lotion 24HR
#8705	The Calm Skin Care Full Set
#4801/4802	The Pure Vibrance Shampoo & Conditioner (Optional)
#7910	The Large Brush Set

- Clip Boards with Wish List and Client Profile
- Folder with Order Forms, Preferred Client Forms & Consultant Forms
- Pens For Each Guest (No Sharing)
- Calculator
- Catalogues For Each Guest

- Hostess Gift (Awaken Sea Salt Scrub or something different if you made a deal with them)
- 2 Booking out Gifts (the body firming cream is what we gift the hostess...if 2 of her guests book a show tonight)
- Always Have Business Cards And Prospecting Packs In Your Bag....**No Samples At A Party....it's the kiss of death!**

I pack a basket with my mirrors, bowls and place mats...a small product bag and even a smaller one for catalogues and clipboards.

Keep organized and this will be simple. Remember that the best copycat wins - do not reinvent the wheel (it is painful). Practice this presentation by asking people to host for you. Be heartfelt and on purpose and we will see you at the top!

Step 1 at the kitchen sink

- This is the time to PAMPER the guests and relate to them and get to know what their life looks like.
- As guests arrive take them individually to the sink to do a Sea Salt Scrub on one hand.
- Using the 24 Hour Re-mineralizing Lotion massage there opposite hand
- Use the RE9 Smoothing facial cleanser to wash their face with a face cloth, give them a mirror from the table.



Presentation...Thank them for Coming!

Ask!

- If I had a magic wand, how would you have me transform your skin? What would you change?

You are ALL going to be happy with what I have planned for you tonight!

Thank you, and Gift the Host

Thank you to _____ (Host Name) for inviting me to share Arbonne's Pure, Safe and Beneficial products with all of you tonight. My name is _____ and I am an Arbonne Independent Consultant.

Booking

This proprietary Genius product is exclusive to Arbonne and is transforming people's skin. (Hostess) appreciates each of you so much that she wanted you to experience this new Genius

“miracle in a bottle” for yourself.

Give hostess a special gift from YOU and have her share her testimonial of the products. Make sure the hostess focuses on the entire system and not just one or two products.

Quick Introduction about Arbonne and Product Categories in Catalogue

Arbonne was founded 33 years ago by a man named Petter Morck who wanted to create a skin care line that would be Pure, Safe and Beneficial. Petter had been part of the skin care industry for a number of years, and he knew that many ingredients being used in skin care were not good for the skin. Petter put together a team of leading biochemists, biologists and cosmetic chemists. This team worked for years and finally found the right ingredients and Arbonne was founded!

Because Arbonne’s products are made from pure botanical extracts with only a 1% preservative base, they can’t be left on department store shelves. Most products created here in North America can be left on shelves for 5-10 years. That’s one of the reasons why Petter chose to have Independent Consultants bring these fabulous products directly to you – so they don’t have to sit on a shelf!

When Arbonne was first introduced to the United States we only had a handful of basic products. We brought on Peter Matravers our head formulator who’s a genius and worked for companies such as Aveda and Neutrogena. With new science and technology Peter has given us more products to love and improve our old favorites!

Hold up Catalogue

I want to show you quickly how far we have come but kept our founders’ vision of only having products that are Pure, Safe and Beneficial. We have products for everyone! From babies, to men, to healthy living, anti-aging and a premium spa line! Something for everyone!

So, what is a *Genius Facial*?

*You’re all in for such a treat. As I mentioned, this is a **Genius Express Facial** that you’ve been gifted with tonight. I’m going to show you how to outsmart your skin with our RE9 Advanced and new Genius Nightly Resurfacing product.*

REALLY FOCUS ON RE9 AND GENIUS for most women want BEAUTIFUL SKIN over any other thing!!

To give me an idea of what your interests are, raise your hand if you would like:

Ask!

- To get rid of your fine lines and wrinkles
- Refine your pores
- How about dark spots, acne and old acne scars
- Who would like to resurface their skin and make it brighter?

Tonight thanks to _____ (hostess name) you’re receiving this express nightly facial for

free. If you went to a professional you would be paying anywhere from \$80 to \$150 for this same type of treatment. At the end of the facial I will share with you some “sweet deals” where you can save from 20 – 50% off on all products you have experienced. Then you can continue with your daily regimen and watch your skin transform!

RECAP the RE9 Facial Cleanser wash that you did at the sink. If you all have used a harsher cleanser or even soap you have felt the tightness you experience when you strip your acid mantel...that is the oil your body produces to protect you. Our cleanser will not interrupt that natural oil, but it will get rid of makeup, dirt and sweat from everyday life and YES even mascara...It's enhanced with Algae extract to support collagen production, a key to younger looking skin. I love that you need a very small amount! This is also the first step in the RE9 Advanced daily facial routine and it has beta-carotene to support supple, toned skin.

Step 2

FC5 Exfoliating New Cell Scrub

*Gently Smooth on the scrub with moistened fingers in circular gentle motions and AVOID the eye area. We are using it as a scrub only tonight...but you can use as a mask if you have oily skin. **SOME OF YOU MAY EXPERIENCE A TINGLING FEELING & A LITTLE HEAT**, it is thermal and that is all normal!!*



*Remove with water and washcloth, while gently moving the jojoba beads around face while you wipe it off... we are removing those dead skin cells here and this scrub has fresh carrot cells-which soothes and calms your skin. It also contains beta-carotene. My favorite thing is it has rice starch which help diminish shine. It has KAOLIN, which is a natural clay-like mineral that draws out impurities and minimizes oil and on top of all that it is a **natural exfoliant**: because the enzyme Papain (Papaya) breaks loose and digests dead skin cells.*

QUICK TIP... You can also use this as a spot treatment on any breakout. It's amazing! Leaves skin soft, glowing and refreshed – would you agree?

Step 3

RE9 Regenerating Toner

Spritz client once with Toner

Lightly spritz entire dry face with this antioxidant-rich, PH balanced mist with vitamins A, C and E. It regenerates skin tone and firmness to deliver younger looking skin. Key ingredients are algae extract, and sea buckthorn oil, which helps to build collagen.



We love that it doesn't contain alcohol and is a spray, you don't waste product on a cotton ball!

Step 4

Genius Resurfacing Pads

Are you ready for the most AMAZING treatment?

Hold up the Genius box and the bottle and jar of pads...show them how it comes and you pour it in... suggest that the best thing is for them to keep it UPSIDE DOWN on their sink and when you use it at night you get the one with the product has settled into!



Give one pad to each client and have client wipe face avoiding getting too close to the eye (no closer than the orbital bone)

- It works with any of Arbonne's skin care systems and can be used on anyone 12 years and up
- Improves the overall look and feel of skin texture to restore a healthy, radiant glow to dull skin
- Brightens skin and reduces the look of dark spots and Hyper-pigmentation
- Helps reduce the appearance of fine lines and wrinkles
- Provides the appearance of smooth, even-toned skin texture
- Shows significant improvement in skin clarity and blotchiness
- Helps reverse acne and the red marks it leaves behind
- Use what's left on your pad each time you use it to wipe on your throat and top of hands.

Ask!

- How does your skin feel?
-

The Arbonne Difference

Ask!

- How many chemicals do you think the average person puts on their body before leaving the house in the morning?

Think about what you use just in the shower. Shampoo, conditioner, body wash, facial cleanser, shaving cream...

The average woman puts 515 chemicals on her body everyday. Our goal is to educate you and help you get rid of the cosmetic graveyard that could be lurking in your bathroom. Things you eat get filtered by your liver and kidneys. But things that you put on your skin go straight into your blood stream and some experts say in as little as 26 seconds. For example shampoo – it's not just going on your head!

What sets us apart...

Botanically based – the majority of the ingredients are plant extracts. No parabens, phalates,

triclosan or other harmful chemicals.

Formulated without mineral oil – 96% of all skin and body care products contain mineral oil. Mineral oil is occlusive, like saran wrap on your skin not allowing the body to get rid of toxins. Mineral oil is a petroleum derivative. It goes from crude oil to gasoline, to petrolatum (Vaseline) and then to mineral oil.

Vegan Certified and Cruelty Free – Arbonne has never tested on animals AND does NOT contain any animal products or by-products.

Just a few more differences:

- *Formulated without dyes or chemical fragrances which are the #1 and #2 irritants*
- *Out products are PH correct not just PH balanced. This means that the skin can absorb moisture more readily and protects against infection/bacteria*
- *Our products are Hypoallergenic. We test to zero irritancy, higher than industry requirements.*
- *Dermatologist tested – not just recommended, used by professionals in the skin care field.*

PURE, SAFE and BENEFICIAL FROM HEAD TO TOE!

Step 5

RE9 Intensive Renewal Serum

Give each client a squirt of Serum and have them apply all over face in upward motion



A powerful blend of clinically proven, peptides that promote collagen growth. The Serum visibly firms and lifts skin, while diminishing fine lines. We put our product on in upward motions because our skin cells lay like shingles on a roof, to penetrate the product deeper we push it up in between our skin cells. This had beach tree bud, which improves skin moisturization and, great for scaring, and evening out skin tone and colouring.

Step 6

RE9 Corrective Eye Cream

Pass around Eye Cream – Apply a tiny amount to ring finger and gently smooth around entire orbital area of eye

This exclusive blend supports collagen, reduces puffiness and diminishes dark circles and the number one concern CROWSFEET!!... Contains algae extract, stabilized vitamin C, and marine lavender.



Step 7

RE9 Night Repair Cream



Give a pea size amount – apply smooth layer over entire face avoiding eye area

Often I get asked the question “Why can’t I just use one cream for both morning and night?” The reason is that they have two entirely different functions.

While the day cream stays closer to the surface to protect your skin against the sun and the environment during the day, the night cream penetrates down to the cellular level to strengthen, firm and encourages cell recovery while you sleep – it’s your corrector!

At night our skin relaxes as we sleep, our pores open and cells start to feed and repair. If you go to sleep without washing your face, everything that is on it from your day; make-up, pollution, oils, falls into your pores. It’s like feeding our skin cells junk food.

OR

RE9 Restorative Day Cream with SPF 20

Give one pump – apply smooth layer over entire face avoiding eye area

Now for my favourite, our restorative day cream with SPF 20. High concentration of advanced moisture it has kudzu root – which improves the appearance of skin firmness and tone. Also peptides for plumping and algae extract for collagen support through moisturization.



BEFORE AND AFTER:

Only 30 days using the full RE9
Advanced set

Step 8

RE9 Body Firming Body Cream

Give each guest some lotion

Have them apply anywhere they would like



This luxurious cream supports collagen and elastin to help promote a firmer and smoother look and feel to skin...it contains algae extract. Sea buckthorn oil and let’s not forget peptides for plumping up our skin. THIS product smells and feels AMAZING you will FALL IN LOVE

with the texture and feel of your skin with using this body firming cream...the name says it all!

FC5 Shower Set

Hand around the FC5 Shampoo; remove the cap so they can smell.

You guys are going to love the FC5 Shower Set; it is one of my top 5 favorite products. It's made with strawberries, kiwi, mango, carrot, and pumpkin; it has wheat protein, which improves hair silkiness and shine. Contributes to hair smoothness and has jojoba oil which is a natural skin conditioner. Not to mention vitamins A, C and E. It is also great for colour treated hair, NO sodium laurel sulfate – this is a foaming agent that is in almost every cleanser and strips your hair and skin of their natural oils. It causes issues from dry skin, breakouts on backs and dry cracked heels from standing in the shower. The conditioner is amazing and the body wash is also beautiful and great for shaving your legs.

Sea Source Detox Spa Hair Masque

Another one of my favorite products is the Hair Masque. This product is amazing for colour treated, dry or damaged hair. Works miracles on split ends and can be used in place of conditioner once per week or as needed!

5 Favorites

OK Ladies these next products are my top 5 favorites and also represents our finishing set. Arbonne's cosmetics line is absolutely amazing but what I know for certain is most women want GREAT SKIN and HAIR so, if you are going to invest in one or the other...invest in your SKINCARE first! If we do not have great skin...it doesn't matter what make up we use...wouldn't you agree?



The finishing set is not about the being 'made up look' it's about being natural and healthy looking. We have a **Primer** hand around and give each person a pump seriously has anyone used a primer here? It is beautiful and clients go absolutely mad about it! It diminishes the appearance of fine lines, reduces pore size and basically creates a canvas for flawless makeup coverage. It has hyaluronic filling spheres, which is plant-based protein that fills in all those creases and crevasses.

The next step is our **Perfecting Liquid Foundation**. It is so light, many women that don't usually like foundation only because they have had a bad experience with one being the wrong color, having a odd smell or being too cakey – but they absolutely love ours! It does not have any distinctive smell and we have 8 different shades so we can get the perfect match for you and I will match everyone. It has summer lilac or butterfly bush, which keeps skin looking extra soft. It has poly peptides that contain many amino acids that supply nutrients to nourish your skin.



Colour match one person if you have time. ONLY pick the person who is giving off the most positive energy at the table and mention you can match everyone at the end of the presentation.

TIP: 90% of people are HONEY BEIGE OR BUFF... I own both of these and carry them with me but only put one out on the display! I would buy soft blush and fair once you can... PEOPLE are always blown away when I put it on them.



Third step is our Bronzer – this stuff not only looks great on everyone, its one color for all, it self adjusts and lasts a really long time. It's silky-light and gives you a sun kissed healthy glow. Start with your cheekbone area and then dust a small amount on your entire face. Has vitamin A, C and E it also has chamomile extract – widely known for conditioning the skin. It helps sooth dryness – tons of extra benefits aside from the amazing glow it gives!

PUT IT ON SAME PERSON YOU DID THE FOUNDATION ON! Also, pass around the brush set (people absolutely love it and it's a great deal!)

IT'S A LONG STORY MASCARA – love, love, love this stuff, I personally think this brush absolutely rocks! It defines, lengthens and volumizes lashes. It is smudge resistant. It also has famous poly peptides that make lashes look fuller and thicker.



Last but not least we have our **lip polish**; it is not sticky so when your hair is blown in your face it isn't a complete mess! It glides on silky smooth with awesome shine and a tint of colour. It has ribose – helps reduce wrinkles and lines. There is also salflower oil in it, which helps as a protective barrier. So cool, it's just beautiful.

Closing

Before closing, review the steps of the RE9 Luxury Daily Routine including the Genius step.

Make sure to emphasize that no sunscreen while using the Genius product is not an option. The SPF in the RE9 Day Cream is enough for just running about town but if they are going outside for an extended time they need to use a SPF 30+

Ask!

- How does your skin feel?
- Now looking around the table and take a look at everyone glowing!
- Don't you just love how this makes your skin look and feel?

A little about me

Example story:

So I started my business 4 months ago, I am an Area Manager, which is one step before earning my FREE Mercedes Benz. I was actually invited to a facial party just like you girls were tonight, I never really knew what Arbonne was but, what really got me was how my face felt after the facial. I purchased some stuff that night and I especially loved the shampoo and conditioner. Now I had a decent job, with a decent salary at the time, but I didn't have extras for travel, and I was tired of

carrying a balance on my credit card and paying the minimum balance every month never getting anywhere. That's when I learned that many women, not just a few, had been building huge businesses with this company and I don't just mean a few hundred bucks, I mean serious 6 figure incomes in many cases, working part time around their family's schedule. I wanted to hear more. I have to tell you I find it really hard to just share the products with you ladies...even though they are that AMAZING... what I do know is more of us go to bed worrying about our finances than we do the lines on our faces, so if anyone of you right now is thinking "maybe I could do this?" or I wouldn't mind a few extra bucks every month, just let me know after and we can grab a coffee, it may or may not be for you, but it does not cost anything to take a peek!

TIP: Send your WHY STORY to your VP; they can help you with it! PRETEND you are giving a VISION EXAM to these guest... now you are going to paint the picture SO CLEAR of the value this business can add to their life...that if they show interest in your business it means they PASSED YOUR VISION TEST and YOU DID A GREAT JOB PAINTING IT!!!

First of all, is everyone having fun and learning a thing or two?

Hold up NEW DEAL SHEETS!!

OK GUYS...so there are 3 ways to purchase products. I am going to give each of you a catalogue here in a second.

#1 PURCHASE AT FULL CATOLOGE PRICES...but most people would prefer not to!

#2. You can get a 24.00 membership that gives you ALL these product for 20% for a YEAR...if your first order hits \$190.00 RETAIL in the catalogue you get 20% off that so it goes down to \$152.00 PLUS you get a FREE item off a list of about 12 items that are about a \$60.00 VALUE.

#3. The BEST DEAL is the one I get...that MEMBERSHIP is a Consultant membership, but many people get that one just to get my DISCOUNT...because it is 35% off all these products for a year!! AND tonight just like the other deal...if your order hits \$190.00 you get 35% off which brings it down to \$123.50 and you get ANY ITEM IN THE CATALOGE for FREE so YES that means that WHOLE GENIUS SET as a FREE ITEM and it is \$110.00 VALUE so it completely cancels out the cost of the membership...and you can make a few bucks with that one if you happened to share products with even your mom sisters or close friends you would get a little KICK BACK!!!

OK SO HERE ARE YOUR CATALOGUES...have a peek through, remember we accept VISA, MASTERCARD, AMEX and CASH...YOU CAN TAKE CHECK if you know the person and feel you want to do that. WE HAVE a 45 DAY money back guarantee and I have a few most popular packages I can show you at the ordering table... but whatever you want I will show you how to get it for the BEST DEAL POSSIBLE!!

THANKS AGAIN FOR COMING I HOPE YOU ALL HAD A GREAT TIME TONIGHT...I SURE DID...I will be setting up right here to help you all get started!



ARBONNE®

Most Popular Packages

Save Money - Look & Feel Great!

#1 - Consultant

STOCK UP AND SAVE OVER 55% OFF



Description	Value	Cost
Consultant Registration Fee	35% off for 1 Full Year!	\$95.00
\$900 of product of your choice for 50% off	\$900.00	\$450.00
FREE product of your choice (up to \$120)	up to \$120.00	\$0.00
TOTAL	\$1,020.00	\$545.00

56% OFF

Order #2
TONIGHT &
receive an additional
\$150 of product
for \$30!

SAVE OVER 55% OFF RETAIL VALUE

#2 - Consultant

Get this AWESOME deal on the Anti-Aging GENIUS Set



Description	Value	Cost
Consultant Registration Fee	35% off for 1 Full Year!	\$95.00
RE9 Advanced Anti-Aging Set	\$395	\$256.75
FREE Genius Resurfacing Pads	\$110.00	\$0.00
TOTAL	\$505.00	\$351.75

49% OFF

#3 - Preferred Client

Anti-Aging GENIUS Set Special at 40% off!



Description	Value	Cost
Preferred Client Registration Fee	20% off for 1 Full Year!	\$24.00
RE9 Advanced Anti-Aging Set & Genius Pads	\$505.00	\$317.20
FREE product from list (up to \$60)	up to \$60.00	\$0.00
TOTAL	\$565.00	\$341.20

43% OFF

#4 - Preferred Client

Sample & Save



Description	Value	Cost
Preferred Client Registration Fees	20% off for 1 Full Year!	\$24.00
\$190 of product of your choice	\$190.00	\$152.00
FREE product from list (up to \$60)	up to \$60.00	\$0.00
TOTAL	\$250.00	\$176.00

39% OFF

PLUS SHIPPING AND TAX ON ALL ORDERS. TAX IS BASED ON RETAIL PRICE OF ALL PRODUCTS.



Most Popular Packages - Cheat Sheet!

#1 - Consultant

	Value	Cost
Sign up fee automatically shows up in cart		\$95.00
Place \$600 of product in the new consultants shopping cart	\$600.00	\$390.00
Choose the special bonus '\$150 for \$30' which qualifies customer for \$300 for \$60	\$300.00	\$60.00
Select any product for free with the new consultant free product bonus at bottom of cart	\$120.00	\$0.00
	\$1020.00	\$545.00
Total QV for RE9 Products and Genius Products	500	
No 15% commission	\$0.00	

#2 - Consultant

	Value	Cost
Sign up fee automatically shows up in cart		\$95.00
Place RE9 Set in the new consultants shopping cart	\$395.00	\$256.75
Select Genius Pads for free with the new consultant free product bonus at bottom of cart	\$110.00	\$0.00
	\$505.00	\$351.75
Total QV for RE9 Products and Genius Products	323	
No 15% commission	\$0.00	
Place up to an additional \$150 of product in the '\$150 for \$30' (no QV or Commission)	\$150.00	\$30.00
TOTAL out of pocket to customer before shipping and tax	\$655.00	\$381.75

#3 - Preferred Client

	Value	Cost
Sign up fee automatically shows up in cart		\$24.00
Place RE9 Eye Cream, Serum, Wash, Day Cream & Genius Pads in shopping cart	\$359.00	\$287.20
Add RE9 Toner and Night Cream in the \$150 for \$30	\$150.00	\$30.00
Select a free product in the New PC Free product Bonus (from list)	\$60.00	\$0.00
	\$569.00	\$341.20
Total QV for RE9 Products	293	
15% Commission to Consultant	\$53.85	

#4 - Preferred Client

	Value	Cost
Sign up fee automatically shows up in cart		\$24.00
Place any products selected in cart and 20% discount will be automatically applied	\$190.00	\$152.00
Select a free product in the New PC Free product Bonus (from list)	\$60.00	\$0.00
	\$250.00	\$176.00
Total QV for RE9 Products	150	
15% Commission to Consultant	\$28.50	



ARBONNE®

Host Packages

Save BIG! More than 50% off!

#1 BEST DEAL - STOCK UP AND SAVE BIG!

Get \$900 worth of Product for \$420

55% OFF!

#2 BETTER DEAL

Get \$450 worth of Product for \$225

50% OFF!

#3 GOOD DEAL

Get ANY sized order at COST!

35% OFF!

PLUS SHIPPING AND TAX ON ALL ORDERS. TAX IS BASED ON RETAIL PRICE OF ALL PRODUCTS.

Sign up as a Consultant and earn:
a FREE product up to \$120 with a hostess order
and CASH BACK on the sales at your party!
Ask me how!





ARBONNE®

Host Packages - Cheat Sheet!

Save BIG! More than 50% off!

#1 BEST DEAL - STOCK UP AND SAVE BIG!

Get \$900 worth of Product for \$450

50% OFF!

HOW TO:

- This order goes under your own ID # but change shipping address to your hostess' address
- Put \$600 of product into your own cart
- Use TWO \$150 for \$30 that pops up in "Specials" to place the remaining \$300 of product
- It will cost them \$420 plus shipping and tax
- You will pay for \$30 to get them 55% off (process two credit cards)
- You just got \$600 of QV for your hostess order and it counts for PQV

HOW TO:

- This order goes in your own number but change shipping address to your hostess' address.
- Put \$300 of product in your own ID number.
- Then use the \$150 for \$30 that pops up to place the remaining \$150 of product.
- It will cost them \$225 plus shipping and tax.
- YOU just got \$300 of QV for your hostesses order and it counts for PQV.

#2 BETTER DEAL

Get \$450 worth of Product for \$225

50% OFF!

#3 GOOD DEAL

Get ANY sized order at COST!

35% OFF!

HOW TO:

- SIMPLE!! - Put this order in your OWN ID # and change the shipping address to your hostesses address!
- YOU just got QV for whatever your hostesses orders and it counts for PQV

PLUS SHIPPING AND TAX ON ALL ORDERS. TAX IS BASED ON RETAIL PRICE OF ALL PRODUCTS.

HOW TO:

- Sign the hostess up and place all the orders from the party under her! You may have just found your next business builder
- Make sure to choose her FREE product when placing order

Sign up as a Consultant and earn:
 a FREE product up to \$120 with a hostess order
 and CASH BACK on the sales at your party!

Ask me how!



Trifecta close

At your close table you can have the makeup case with all the color set up where you are meeting with your clients one on one. You can offer to do a color match for their foundation if they are interested.

You will have 3 piles at your close table

PILE #1 – THE SALE – Order Forms, PC Sign up Sheets, Catalogues, calculator, etc.

The very first step in your close is to make the sale. Talk to them about the preferred client program and benefits, the RSVP and complete their order form.

PILE #2 – THE BOOKING – In this pile you will have a cute clipboard (I bought a purple one from Stables and put metallic heart stickers on the back) and on the clipboard you will have your available dates calendar for booking (Open Date Card). I suggest that you don't just photocopy your calendar that has all your family stuff, etc or your potential prospect may think you are way too busy. And even if you use your phone as your calendar still use the open date card for this check out process, the point here is to hand them the clipboard for them to fill their name in on the date they want to book with you and what theme they want.

After you complete the sale you will hand the clipboard to the guest and say these words EXACTLY – do not change them as the VP that came up with this system has tried all kinds of ways and this is what yields the MOST bookings.

“Molly – you heard us talk today about a small party or get together – (name a couple options from the host menu) which one of those would you like for three of your friends?” – hand her the hostess menu - BE SILENT – BE SILENT – BE SILENT – LET HER ANSWER.

When she answers “Spa Party” or “Champagne & Cupcakes” or whatever, refer again back to the open dates and say something like “great which one of these days works best for you”

PILE #3 – THE OPPORTUNITY APPOINTMENT – An Opportunity Brochure and CD/ Opportunity DVD tied up with a bow.

Give her the opportunity brochure with the bow on it and say this exactly:

Molly I want to gift you. Would you be open to hearing a little more about Arbonne's income opportunity? Take this home and how about we go for coffee tomorrow or the next day so I can answer all of your questions. BE SILENT- BE SILENT - BE SILENT

Let her answer and if she's game book your coffee date. If no, you are no worse off.

TRIFECTA!!!!!!! A SALE – A BOOKING – A SPONSORING APPOINTMENT