

## HOW TO EXPLAIN THE RECOMMENDED BUSINESS BUILDER ORDER OPTIONS

**It is highly recommended that you explain the following details thoroughly whenever you are sharing the Recommended Business Builder Order Options with someone interested in starting an Arbonne Business.**

- The Arbonne Independent Consultant Registration Fee is the only requirement to start a business with Arbonne International. Upon completing registration you will receive an Arbonne Independent Consultant ID number, a 35% off discount, New Consultant Materials from Arbonne, 10 catalogues, 10 sample packs, access to the Independent Consultant only portion of Arbonne's website, your own personal website, and the opportunity to earn income through Arbonne's SuccessPlan based on your personal sales and sponsoring activity.
- How an Arbonne Independent Consultant equips their business is entirely up to them. Although these are options we present and explain, there is always flexibility within them to cater to what the new Consultant needs and prefers based on their time commitment, their goals for their business, as well as their personal budget to get their business started.
- These Recommended Business Builder Order Options contain Arbonne Special Value Packs (ASVPs), which are 50% off packages pre-set by Arbonne, and an additional selection of products at 35% off. All have been strategically chosen to be used in income producing activities. These are products The Consultant will use for themselves (as personal testimonials are powerful for recommending and selling products to others), as well as testers to be used in income producing activities that lead to sales volume and sponsoring. These order recommendations provide a consultant a cross section of products for display and use at product Group Presentations, and full size tester sets for One on Ones.

### **WHY RECOMMEND THE RE9 ADVANCED EXTRA MOISTURE SET FOR THE TESTER SET?**

- RE9 Advanced is Arbonne's Flagship skin care line. Regardless of age, or gender, we recommend using RE9 Advanced as the tester set. It is a great representation of the quality, prestige, and results driven nature of our entire catalogue.
- Arbonne has the clinical studies that prove RE9 Advanced is the #1 Anti Aging Line for Visible Results compared to the Top Selling Department Store Brand and the Top Selling MLM Brand. (RE9 Extra Moisture Day Creme, Intensive Renewal Serum, and the Corrective Eye Creme were the products used in this Clinical Trial.)
- RE9 Advanced is clinically proven that you will see visible results within 24-36 hours, making it an excellent tester set to lend to a prospect for two-three days. This quick turn around allows you to use your tester set more frequently as you prospect through your 100 person list.
- Giving the prospect a tester set at a One-on-One ensures an IN PERSON follow up because you need to get your products back. The more face-to-face time you have with your prospect, the stronger the relationship grows, and the more you will be able to identify their needs for the business or the products.
- RE9 is 40% of Arbonne's repeat business, catering to every demographic. All generations are looking for healthy skin and to prevent aging.

## **WHY HAVE MORE THAN ONE RE9 ADVANCED EXTRA MOISTURE SET**

- One set is for personally use. It is highly beneficial for an Arbonne Independent Consultant to be a product of the products. Your own personal experience with the products are more relatable to your prospects. *How the products make your feel, and the results you have personally seen, will be the most genuine and effective selling points you can give when you recommend them to others.*
- Extra RE9 sets are recommended to be used as tester sets for one-on-ones and group presentations. Every time you share Arbonne's Opportunity, you also want to share the product. Having tester sets allows you to have multiple one-on-ones per week and you can also use them for group presentations. Having multiple sets helps you time leverage and the opportunity to be in more income producing activity.

## **WHY RECOMMEND THE ARBONNE INTELLIGENCE GENUIS ULTRA**

- Our newest product is one of a kind. The Arbonne Intelligence Genius Ultra skincare device is our breakthrough category- skincare technology. It uses patent-pending ultrasound technology to maximize the performance of our already prestige quality, results driven skincare, through improving application, which increases efficacy. Gentle waves help push the product onto the outer layers of the skin, getting in to the ridges and ultimately maximizing your Arbonne skincare products for even faster results. This is a huge and growing trend in the industry and an incredible product to offer your network.

## **WHY RECOMMEND THE OTHER 6 RECOMMENDED PRODUCTS**

- These are full size tester products to use at group presentations and launches.
- Each product is strategically chosen to highlight the efficacy and results of our brand, and showcase the wide range of consumable products that Arbonne offers. These are top selling products that your prospects can try to experience our results driven products through touch, sight, taste, and smell.

## **WHY RECOMMEND THE "30 DAYS TO HEALTHY LIVING ARBONNE SPECIAL VALUE PACK (ASVP)"**

- Our Arbonne Essentials Line is on trend, and is a growing part of our catalogue, and our business. Nutrition will be the largest sector of the Health and Wellness industry by 2018. You want your business to capitalize on this. Most of our Arbonne Essentials are a 30 day supply, which can result in repeat sales for you on a monthly basis.
- When you use Arbonne Essentials, coupled with our Arbonne Skin Care, it highlights Arbonne's Synergistic approach of healthy inside and out, bringing exponentially better results.

## **WHY RECOMMEND RE9 TOTES**

- These are professional, Arbonne branded totes you will use with your RE9 Tester Sets.

## **WHY RECOMMEND THE ARBONNE SHAKER CUP**

- When you are drinking the Arbonne shake in public, you want to be using a shaker cup that is advertising the brand of shake that is in it. This may not generate a sale, but it does come into conversation, and you will also be advertising for your own company.
- You can use it at your group presentations when sampling the Arbonne Protein Shake.

## **WHY RECOMMEND EXTRA COPIES OF THE ARBONNE OPPORTUNITY BROCHURES**

- You can purchase these from the Business Aids section of the Arbonne website. Purchasing a package of ten is more economical than printing out the booklet of pages at home. We include a copy of the Arbonne Opportunity Brochure in the Curiosity Folders that we share at income producing activities.

## **EXPLAIN THE NEW CONSULTANT FREE PRODUCT**

- As a new Independent Consultant, you have the opportunity to select one free item from the following list of our bestselling products when you place a qualifying \*250 QV order in your Start Month. All of the Recommended Business Builder Order Options qualify for this free product gift. (*\*qualifier for free product is based on country*)

## **WHY BE A PRODUCT OF THE PRODUCTS**

- Your 35%-50% off discount starts the second you register to be an Arbonne Independent Consultant. You can go shopping for anything you need by starting to re-direct your personal care and wellness expenses into your own business.
- Becoming a product of the product is a valuable and effective way to sell Arbonne Products. Your network will want to know what products you use, what you love and like, and what they did for you. When you add value through your own personal testimonials, you will be giving more genuine and powerful selling points.

## **WHY RECOMMEND EXTRA RE9 FACE SAMPLE PACKS**

- You will get 10 of these sample packs in with your Consultant Registration. If you have a network that is not within commuting distance from you, it is highly beneficial to have extras of these sample packs on hand so that you can build your business through income producing activities using FaceTime/ Skype/ Zoom. It is beneficial to prepare yourself for this kind of 'long distance' activity so you can diversify the locations in which your business operates.