RESCUE+RENEW+RE9+NUTRITION SPA PARTY+2018

FOR 5 GUESTS

What to bring:

Diffuser- Essential Oils

Hand towel at the Scrub station

5 towels for under tub( to be used to dry feet off with too)

5 Foot tubs

10 washcloths

5 Plates for guests to put wet facecloths on

Crockpot or Pasta Pot on stove to keep Washcloths warm

Tongs to hand out washcloths

Plate to put under washcloth as you are handing out

5 Face towels (or elegant paper guest towels

5 hairbands( plastic for easy clean are good)

5 teacups

Teapot

Herbal Detox Tea

5 smoothie cups

Smoothie making supplies

Dixie or Plastic Cups to put Mask in

Paper towels to wipe Mask Clay off their hands with

RE9 ASVP plus Genius Pads plus Ultra

Whole Rescue and Renew Set:

Detox Scrub

Detox Salts

Detox Mask ( print Meet the Product Sheet for the Mask to show to people with sensitivies- put in sheet protector or laminate)

Detox Lotion

Detox Gelee

Detox Wash

Shea Butter Wash

Shea Butter Lotion

Mirror to pass around to look at results of Oil Pulling Mask

Stick for night cream

Sticks to sample Detox Gelee

Hershey Kisses or Fit Chews to hand out as prizes for answering quiz questions

6 Catalogues

5 Clipboards with Guest documents

Pens

Closing Binder for IC

Wrapped Gift for whoever books Host Presentation

Wrapped Gift for first person to book a Coffee Business Chat

Smartphone for Timer and Calculator

Have a Free Product Display- Primer,Mascara,Greens,Gelee,Vanilla Protein Singles

PARTY ORDER AND SCRIPT

1.Prepare washcloths in crockpot or pot on stove

2. Put Scrub,Shea Butter Wash and Lotion at sink

 Put hairbands and facetowels by the sink

3. Put foot tubs on towels in front of seats

4. Diffuse Essential Oil

*Guests arrive*

*5.Do hand scrub with Detox Scrub, followed with Shea Wash and Lotion*

*Do Rescue & Renew 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 are going to hear more about Arbonne’s botanical ingredients, but this is part of our Rescue & Renew line, and our botanicals are from the sea, such as spurilina and marine algae.” •

*Wet hands, dab small amount of Rescue & Renew scrub, and a couple drops of Detox oil.* • ( If you are doing Foot Spa save the oil for after the Foot Spa)

“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 Body 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?

*Ask if they want to do Face Mask*

*If so ,have the use a hairband and wash face with RE9 Cleanser*

*Offer them tea, fizz drink( ifdsuring the day) or smoothie*

*Food to eat*

*Fill tubs with warm-hot water*

*( fill in bathroom or boil water in kettle and cut it with a pitcher of room temp water)*

*Have guests put feet in tub*

*Add a tablespoon of Salt and one squirt of Detox or Shea Butter Wash per bath*

*Put a plate on table or by the guest on the floor for them to drop their wet paper towel and washcloth on*

Welcome everyone. Thank you so much for coming

 We have a fun, pampering and detoxifying spa ritual for you tonight.

We are going to treat your whole body, inside and out, from face to feet with a holistic approach to wellness and well-being.

 As I complete each step we are going to share the features and benefits of each product.

 I am also going to tell you about the philosophy and mission of the company, and play a couple of games along the way to make it fun.

 After the presentation , I (or “we” if there are more than one IC) will meet with each of you individually to answer any questions and if help you get the best deal on any of the products or sets you might want to buy.

“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. Be thinking about which of our “3 Ways to Win with Arbonne,” is the BEST FIT FOR YOU!

1) Watch what I do, if you are interested in 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 $29 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. With your 1st order of $250+ you get to pick a free product and you always get: FREE SHIPPING on any order over $150, and a product reward with a $150 order.

*Gesture to the Free Product Display and Tell them the full list of Free Products are on their clipboard*

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 say: “You can help (NAME\_\_\_\_) launch successfully by joining as a Consultant or Client or hosting a fun gathering. Your friends will learn the phenomenal information you learn tonight and be offered the same incredible specials. They will thank you for having them.”

Before I get you to fill out the Wellness Profile, I want to tell you about the salts you are Soaking in.

Like the Scrub you used at the sink, they are from the Rescue and Renew Detox Collection.

* Your skin is responsible for a quarter of the natural detoxification that your body does each day to keep itself healthy, both inside and out. With an effective detoxification, your skin should be healthy and appear vibrant, radiant and feel soft. Skin that appears dry, flaky or dull is in need of rejuvenation and detoxification by cleansing, exfoliating and masking .

 Inspired by ancient Ayurvedic spa practices, Rescue and Renew has botanicals such as Turmeric, dandelion and ginger root to help cleanse and pull environmental pollutants out of the skin- like oil, perspiration, debris, makeup, and and even like the chlorine in your shower.

EXPLAIN SALTS

**DETOX BATH SOAK**

* Sea Salt crystals are infused with essential oils to help remove surface impurities and revitalize the appearance of skin
* Gynecologic, allergy- and dermatologist-tested

**Benefits**

* I love it because Sea Salt magnesium and potassium which are known to relieve muscle cramps .So it’s like a natural remedy to cure aches and pains.
* **ESSENTIAL OILS**

EXPLAIN ESSENTIAL OILS

*Pass around Essential Oils*

These are 100% pure essential oils — with no added fillers or synthetic ingredients

Aromatherapy can be used for overall sense of well-being, to help create a sense of a healthy mind, body and soul.

Each note promotes a different sensory experience. We have four single note oils- Lemon, Lavender, and Peppermint

And One blend- Harmony

LEMON

Creates a sense of overall positivity, energy and uplifted mood

LAVENDER

 Eases feelings of tension , helps to unwind

PEPPERMINT

Creates a sense of energy and invigoration

HARMONY

promote a sense of calm and relaxation

*Ask guests which mood they want in their bath*

LEMON-Positivity

PEPPERMINT- Energy

LAVENDER- Unwind

HARMONY- Relax

*and add the appropriate drop into their bath.*

Here are some other uses for Oil in the Household

› LEMON:Add 1-2 drops of Pure Lemon Essential Oil to home surfaces or dishwasher rinse cycles to add a clean, fresh, natural scent ›

: LAVENDER provides a calming scent that can help to create a spa-like experience when adding 1-2 drops to a bath ›

PEPPERMINT: Add 1-2 drops to bottoms of tired feet to soothe, or to east tension headaches. Inhale to unblock a stuffy nose.

HARMONY: Use it in an aromatherapy bracelet or pendant to keep you feeling Zen.

Before we move from your feet to your face, lets take a minute to fill out the wellness Profile.

*Pass around clipboard with Wellness Profile and Pens.*

*Give them a minute to fill it out, then :*

*Pass around hairbands.*

*Ask if anyone has any product sensitivities, known allergies or Rosacea.*

 *If they have Rosacea ask them if they want to skip the Mask, but offer them a Genius Pad.*

*Or maybe they will patch test the Mask on a small part of their face and not the whole face.*

**DETOX MASK**

Squeeze Mask into a cup for each person and get them apply a thin layer over their cheeks nose and chin, and forehead if they wish- avoiding eyes. Tell them it will be on for 15 minutes and set timer on phone.

As each person finishes applying mask hand them a paper towel.

Tell them to dip it into their foot bath and wipe the excess clay off their hands.

EXPLAIN MASK

* This Mask has an Oil-pulling technology that helps to unclog pores by drawing out impurities.
* You will see your neighbours face get light pink where it is pulling oil, and stay darker where it isn’t.
* I will pass around a mirror after.
* The mask visibly draws out excess sebum without stripping the skin, helping pores appear smaller through cleansing
* Helps skin appear brighter and promotes the look of smoother, softer, and refreshed-looking skin
* **Benefits**
* French pink clay acts like a magnet to attract surface dirt and impurities; cleansing and gently exfoliating skin
* Rosemary oil hydrates and clarifies the skin
* 5 self-neutralizing acids — mandelic ,phytic,lactic ,salicylic and azelaic acids — to help clarify, refine and brighten the appearance of skin tone

 This mask will be on for 15 minutes, so I am going to tell you a bit about myself and why I love sharing Arbonne.

**YOUR 60 SECOND ‘I STORY’**

Have a compelling, confident, passionate story. Connect with the Guests! Know your audience. Make your story fit theirs. You may have different reasons you were excited or hesitant; share what your audience can relate to themselves.

• Your background – what you did/do now and what you liked/like about it BUT – what wasn’t working…what’s your discontentment • Then I found Arbonne and Network Marketing – why you were excited about products and business BUT – share hesitation, concern (thought I would have no time, etc) • What I realized was (answer your own objection) • Results or hope for the future

T**HE ARBONNE DIFFERENCE AND QUIZ GAME**

Enough about me. Who here has heard of Arbonne?

Great, well I’m going to share with you a little bit about what makes them different from others that are out there...listen up b/c there will be a quiz and a free prize at the end!

(Every time I’ve done this, people are literally jumping over each other to answer the questions, it’s pretty hilarious actually - they love it!)

\*Arbonne was originally formulated in Switzerland back in 1975 and we are now in the US, Canada, the UK, and Australia, and in the pst two years we opened in Poland and Taiwan -so it’s a very exciting time for our company.

We are a Health & Wellness company known for its cutting edge products. If you have skin and/or hair, chances are we have you covered with our over 300 products.

\*Now what are some products that first come to mind when you think of “Switzerland”? Chocolate, Clocks, Watches, Knives,...all very elite and top of the line. You think HIGH END PRODUCTS. Arbonne is no different.

\*Arbonne’s Motto is that everything we make is PURE, SAFE, and BENEFICIAL.

- We take the purest botanicals from nature, combined with the safest of green science to give you a product that delivers a beneficial result.

\*Does anyone know what the largest organ in your body is? Your SKIN! That is why it is so important to take such good care of it!

\*Does anyone want to take a guess at how long it takes something to absorb into your entire system when placed on your skin?...26 seconds! You think about hormone patches, nicotine patches, birth control patches...all use your skin to be absorbed.

\*TEST IT: place a peeled and cut garlic clove between your toes in less than a minute you will taste garlic in your mouth.

\*We have No animal testing and no animal by products, animal products which means we are a vegan company. If you’re not sure what animal by- products are, google animal rendering but it’s been featured on Dirty Jobs. If you’re eating organic, you want to be using vegan products. If an animal is too sick to eat, you don’t want its by-products/fat in your lipstick which is common practice AND your lipstick is the item in your purse that has the highest concentration of this by-product in it! By the time you are 30, they say you will have ingested 5 pounds of it and it simply builds up within you.

\*We have No chemical fragrance or chemical dyes

\*We have No mineral oil! This is a petroleum by-product so it’s leftover once they’re done making gasoline. Can’t turn a door knob, can’t cross your legs after a massage? That’s mineral oil – it creates a water proof barrier so nothing good gets in and nothing bad gets out. It’s a cheap filler that is the #2 ingredient in North American personal care products but banned in Switzerland along with over 1000 chemical ingredients they don’t allow. At Arbonne, we formulate in accordance with Swiss regulations and we think petroleum is better left in your gas tank than on your face so we use botanical oils such as jojoba, avocado and olive oil to nourish your skin.

\*Statistics show that European women spend 80% of their cosmetic budget on skin care, and 20% on makeup. Here in North America, especially in the US, women spend 80% on makeup and 20% on skin care....and we all know how beautiful European women’s skin is right??? It’s because they don’t put garbage on their skin!

\*All of our products are Gluten Free, GMO free and Paraben Free (Parabens have been linked to breast cancer in recent studies)

\*we are PH correct – which means there is no squeaky clean feeling with our products. Most people who say they have sensitive skin have actually been using a product that is too harsh and that has been stripping their skin. Your skin wants to be a little acidic so a pH of 5.5 which is its happy place.

**QUIZ TIME: Let’s see how well you listened**

**(the person who answers each question first & correctly gets a Hershey’s kiss or Arbonne Fit Chew)**

Where were Arbonne’s products originally formulated? **Switzerland**

When were Arbonne products first formulated? **1975**
What is our company motto? P**ure, Safe, and Beneficial**

How quickly can something absorb into your skin? **26 seconds**
What kind of animal by product do we use in our products? **NONE**

What’s the most concentrated item you have with animal by-product in it? **LIPSTICK**
What have Parabens been linked to in recent studies?

 **BREAST Cancer**

Three pointers for guessing:
\*What is the fastest growing industry on the planet? **Health & Wellness**

( Optional Business questions to ask at a Launch or Spa Party if you want)

\*How much time/week do you need to run a successful Arbonne business? 1**0-15 hours a week**
\*What is our company car when you become a Vice President? **Mercedes Benz**
\*How much money does the average National Vice President make and how long does it take to get there**? $19,000/month, on average 3.5 years**

*Count kisses/chews and Announce winner.*

OK – lets get back to our Spa!

*Check with timer that it has been 15 minutes.*

**TIME TO REMOVE MASK**

*Pass around mirror so they can see oil pulling results*

*Take group selfie with Masks on.*

*Pass around damp warm washcloth to remove mask,and face towel.*

*Instruct guests to drop Facecloth on the plate.*

**TIME TO TAKE FEET OUT OF THE TUBS**

*Instruct guests to take their feet out of the tubs and dry them off with the hand towel.*

Now we are going to pamper your feet with Detox Oil and Lotion.

*( If you don’t have oil and Detox Lotion- use whatever body Cream you have)*

**DETOX OIL**

*Pass around Detox Oil for everyone to try*

• Immediately after stepping out of the shower or bath, you can protect your skin’s moisture by massaging on the Detox Oil. The Detox Oil — featuring ginger, turmeric, dandelion — delivers the hydration your skin needs and helps it to retain moisture.

* **TIP:** Use with dry brush using upward strokes
* **TIP: For dry scalps,**Use oil to massage scalp before shampoo

**DETOX GELEE AND LOTION**

*Use a sample stick and Pass around Detox Gelée for everyone to try .*

*Get them to try it on the back of their neck.*

This is a therapeutic gel that is perfect for sore muscles/joints, sunburns, aches and so much more. It even helps people get through a hot flash more quickly and comfortably. - It contains sea plants that cool, moisturize, restore and protect the skin. - SMELLS AMAZING, we never travel to the sun without it and it’s like AIR CONDITIONING IN A JAR!

Pass around *DETOX LOTION.*

You can use the Lotion or the Gelee anywhere on your body.

The Detox Lotion — — offers immediate hydration while replenishing your skin’s natural moisture barrier. The Detox Gelée —has the same benefit, but it also cools and refreshes the skin. It’s great to use both, targeting what your body and skin need to feel soothed.

You can rub the Detox Gelée into your shoulders and neck to soothe your skin and muscles.

You can use the Detox Lotion on your arms and legs to hydrate.

* ›  Use Detox Lotion on damp skin after shower for faster absorption
* Use Detox Lotion throughout the day to calm and refresh
* Use Detox Gelée after long hikes, runs or exercise to calm and soothe
* Use Detox Gelée on sore feet after a long day
* Use Detox Gelée on dry areas to smooth and

soothe skin

Ok- now it’s time to treat your face to the best Healthy Aging Regimen in the World.

We are going to use products from the Re9 Advanced Line.

Let me tell you why we call it **THE “GOLD STANDARD”**

* It’s a High Performance range with ingredients like Stabilized Vitamin C, Sustainable Orange Stem Cells, Peptides, Brown Algae and Olive Oil Ceramides.

* It has a smart technology is able to know which cells need the most nutrition ,
* The feeds the unhealthy cells and give healthy cells only the amount that they need
* It wont overfeed healthy cells and burn them out over time.
* Like turning back the clock, It triggers you skin to behave like it did when it was younger and increase collagen and elastin production.
* It improves skin health, dramatically diminishes the appearance of fine lines and wrinkles, restores the skins youthful appearance, and protects from further damage. It also adjusts to all skin types and is for ages 25 and up.

**CLEANSER**

* - Some of you washed your face earlier with our Cleanser.  This Cleanser will clean your skin without stripping it of the skin’s protective acid mantle, so no dry, tight feeling when you are done. A little goes a long way too!

We don’t need to use cleanser again after the mask, so we will move on to the toner.

* OPTIONAL STEP TWO :
* **GENIUS NIGHTLY RESURFACING PADS**
* -  This is our brand new Botanically-based retinoid product that gives

you all the benefits of Retin A without the downside (no need for a prescription, no flaking, peeling, redness). Only product of its kind on the market!! .

* -  It’s super easy to use (at night only and use a sunscreen the next day) and is made for ages 12 and up, for sensitive to normal skin.
* -  Its amazing at reducing fine lines, pigmentation issues, acne scars, helping with pore size, sun damage and more. AND its Awesome for lazy teens with acne
* -  Especially for people who have rosacea (they can’t use most anti- aging products b/c the Vitamin C inflames their condition), this gives them anti-aging in one quick step. It truly is Genius!!

I love it because there is so much on the pad, I use the extra in my neck ,décolleté and back of my hands.- which give our age away as much as your skin!

*Pass out one pad per person and get them to swipe upwards gently,avoiding eyes.*

**REGENERATING TONER**

*Mist 1-2 sprays of toner on each face. Make sure the guests have their eyes/mouth closed*.

* -  It is alcohol free and we use witch hazel which is very healing and gentle and it wont sting.
* -  It corrects your PH balance so the rest of your products will work better. This closes your pores, gets rid of blackheads and improves skin firmness. You don’t want to skip this step! Don’t wipe it off...simply let it air dry.

**RENEWAL SERUM**

* The serum is like a vitamin cocktail for your skin or “miracle grow” for your face
* -  It feeds the skin nutrients with massive amounts of vitamins A,C E and more.
* -  Picture little pacmen eating away at glue that holds your dead skin cells together
* -  When you start to use the system you will develop the “arbonne glow” – it’s the serum doing its magic. LOVE this!

**GENIUS ULTRA**

*If you want to demo the Genius Ultra*

The serum is even more effective when you apply the Serum with this

Genius Ultra.

* Arbonne has supercharged skin-care that used to only be available in a Plastic Surgeons office
* We have been able to deliver this same technology in your own bathroom
* Ultra-Sound technology 330 waves per second in our Genius Ultra wand
* Push all of those essential anti-aging ingredients down past the rough uneven outer layer, and deliver them to the dermal layer where they can really make a difference

 Bought alone, this device has a retail value of \_\_\_\_\_\_\_\_\_\_\_

But you can purchase the Genius Ultra Device for \_\_\_\_\_\_\_\_\_\_\_\_\_\_

as a purchase with purchase of any order over \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

( Read from ASVP Sheet)

**EYE CREAM**

* ***Pass around Eye Cream***
* *-  Pump a 1⁄4 pump onto everyone’s ring finger and tell them to tap their two fingers together and follow the C contour around their eye (follow the brow bone and the lower eye bone to make a C) and simply tap the product on – no rubbing*.
* -  Our eye area has a different type of skin. It’s like tissue paper, where the rest of our body is like a brown paper bag. It’s very delicate and easily damaged.
* -  This reduces puffiness, lightens dark circles, firms and gets rid of crows feet. . Don’t waste it – it’s liquid gold
* -

I love it because It’s also amazing on your upper lip to prevent lines & wrinkles there.

**NIGHT CREAM**

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

Often I get asked the question “Why canʼt 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 – itʼs 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. Its like feeding your skin cells junk food.

* -  We call this the Corrector or the “I’m Sorry to my Face” e.g. I’m sorry I drank too much and it wasn’t water, I didn’t get my 8 hours sleep, etc.
* -
* -  It’s rich but not heavy – DIVINE!

 **DAY CREAM**

**RE9 Extra Moisture Day Crème with spf 20 uva/uvb**

Now for one of my favourites, our extra moisture day cream with SPF 20. It provides High concentration of moisture and it has kudzu root – which improves skin firmness and tone.

It also has peptides for plumping and algae extract for collagen support.

We have just applied night cream so we wont put it on your face, but I want you to feel how light and creamy it is on your hand.

* We call it the protector - It will protect your skin from sun exposure ) and it and gives you a radiant glow.
* -  and you’ll notice that its not greasy at all b/c it doesn’t contain mineral oil so it looks great under make-up, etc.

This completes the facial.

**READ FROM ASVP CLOSE SHEET**

 The RETAIL price of the Anti-Aging Face ASVP is $\_\_\_\_\_\_\_\_ PC’s get 40% off: $\_\_\_\_\_ (+ a free product) Consultants get 50% off: $\_\_\_\_\_\_ (+ a free product)

 We are now going to move on to talking about our Arbonne Essentials Nutrition Products.

*Pass out healthy dessert if desired,such as chocolate avocado pudding, or Amond Butter Chocolate Squares.*

This dessert is a great segue to talk about or Amazing Nutrition Products.

DO 30 Days overview

NUTRITION ASVP SET 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 (Sample shakes, fizz sticks and detox tea and give testimonial) •

**Plant-powered**, nutrient-rich products that are cleaner for better results, following a strict ingredient policy that is always gluten-free, vegan and without GMO ingredients.

**Protein Powder** – 20g vegan protein, they are non-GMO and gluten-free. Our protein source is: Pea, Cranberry & Brown Rice

 • **Fiber** – aids in digestion and is tasteless •

**Fizz Sticks** – help provide a boost of energy and can help you and your children get off soda, coffee or energy drinks. Bathe our cells in alkaline which is important for the PH of our body •

 **Digestion Plus** - helps support digestion and a healthy GI tract, has probiotics, prebiotics and digestive enzymes to help minimize gas and bloating •

**Detox 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 • **Greens** – bodies aren’t getting the nutrition they need (Perfect product for free gift)

READ FROM ASVP SHEET : The RETAIL price of the Nutrition ASVP is $\_\_\_\_\_\_\_\_ PC’s get 40% off: $\_\_\_\_\_ (+a free product) Consultants get 50% off: $\_\_\_\_\_\_ (+ a free product)

The Arbonne Approach is to make you feel your best with these nutrient rich, convenient and affordable products.

Replacing meals saves you time and money!

 And with the gut skin connection, these nutriotn producst also set your skin up for looking its best.

“Since these sets are 40% and 50% 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 I have a gift for those of you that schedule a get together in the next two weeks.”

“ 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!”

 Thank you so much