



Core Product Presentation Support Guide



Getting Started – The Set Up

- ✓ Merchandise Rescue & Renew products along with RE9 Advanced®, nutrition products, etc.
- ✓ Set the atmosphere with upbeat spa music.
- ✓ Pour salts, scrub, and mud into small glass bowls for easy reach during demonstration and to give your clients an up close visual of the product textures.
- ✓ Diffuse your favorite Arbonne Essential Oil to set the mood and inspire energy.
- ✓ Prepare a tea service for your guests using the Arbonne Essentials® Herbal Detox Tea and offer to guests upon arrival, or prepare detox water infused with cucumber, lemon and mint.
- ✓ Use ambient lighting.



Welcome & Introductions

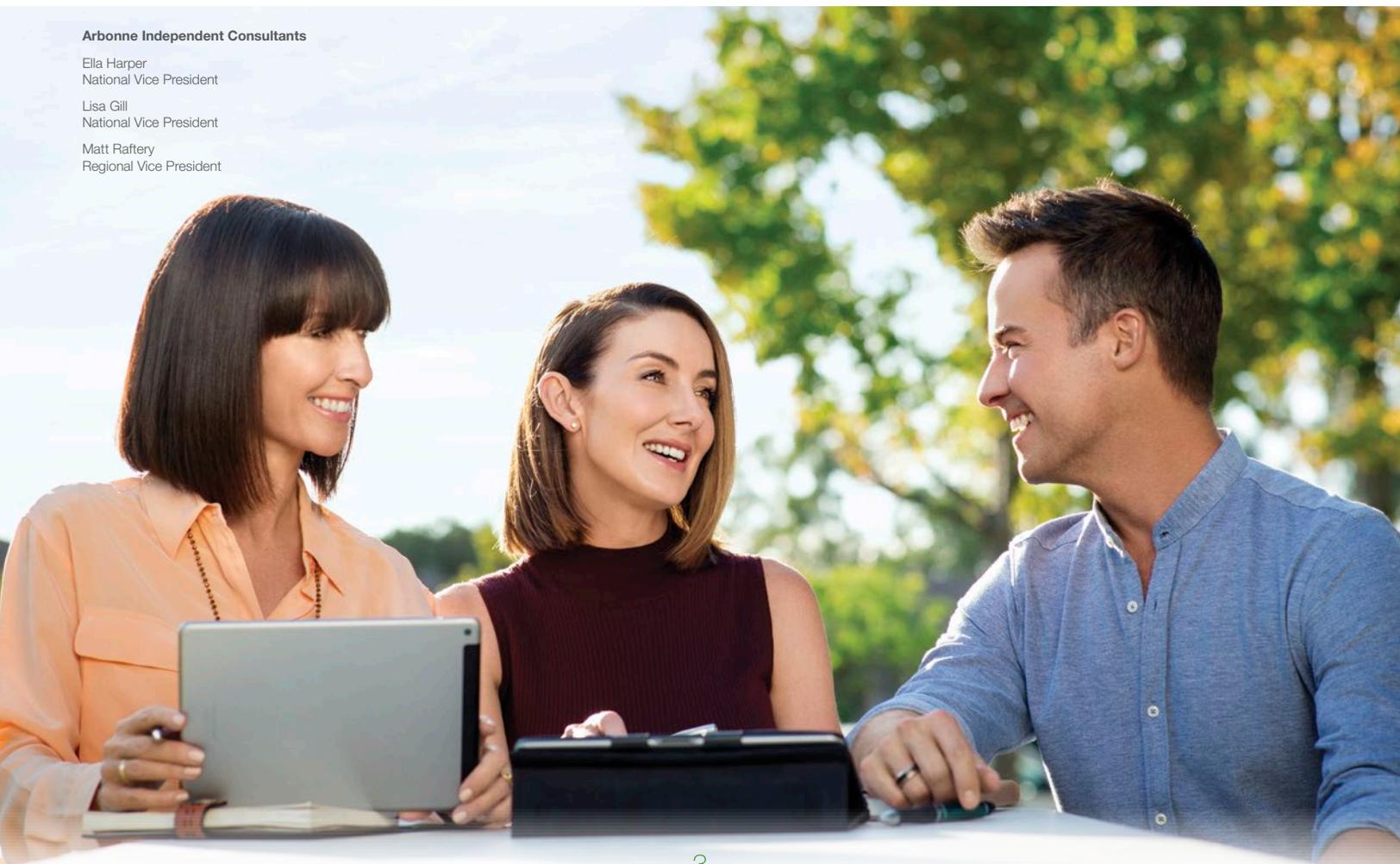
- Open with your “I” Story or your 30-second commercial, share why you started with Arbonne, and what saying “yes” to Arbonne has meant to your life so far.
- Share what makes Arbonne special, unique, and different from other products available.
 - Botanically based beauty, health and wellness company with a 37+ year history
 - Cutting-edge product research and development
 - **Products are special because they are:**
 - ✓ Unique formulations combining the best of science, nature and new technology
 - ✓ Plant-based, botanically inspired formulas
 - ✓ Built on a Swiss heritage to European Standards
 - ✓ Highest quality ingredients sourced from around the globe
 - ✓ Products are clinically tested, never tested on animals
 - ✓ Certifications on our best-in-class products include vegan, gluten-free, kosher and more
 - ✓ Products are formulated without animal product or byproducts, artificial flavors, sweeteners, mineral oil and so much more

Arbonne Independent Consultants

Ella Harper
National Vice President

Lisa Gill
National Vice President

Matt Raftery
Regional Vice President





Spa Self-Care with Rescue & Renew

- The Rescue & Renew Collection was inspired by the principles of detoxifying self-care.
- Self-care is about taking time each day to reconnect peacefully to your true self through holistic therapies and physical, spiritual or mindful awareness.
- Inspired by ancient Ayurvedic spa practices, this holistic approach to wellness focuses on the body's flow of energy for the ultimate in self-care. The Rescue & Renew ritual and products combined help detoxify the body by cleansing the skin's surface of impurities while protecting the skin's moisture barrier.
- What really makes Rescue & Renew unique is the collection is built on a foundation of botanical ingredients along with sustainably sourced essential oils. These are some of the same botanical ingredients in our nutrition products, bringing inner and outer wellness, and well-being together to help you look and feel your absolute best every day. That's the Arbonne Advantage in Rescue & Renew!
- Together, aroma and detoxification of the skin's surface can uplift your mood and appearance, helping you look and feel your absolute best every day.



Pass around **Detox Bath Soak** for everyone to smell and sprinkle salt into everyone's foot bath

- The warm water along with the soothing minerals in the Detox Bath Soak — featuring sea salts, turmeric and a blend of 7 essential oils — help you relax while removing surface impurities from the skin.
 - › **TIP:** Soak in the evening when you are feeling run down
 - › **TIP:** Soak after travels or long flights to reset the body
 - › **TIP:** Smell salts prior to bath for a quick aromatherapy boost



Pass around warm damp towels to wipe off the **Detox Face Mask** and then pass around the **Detox Scrub** for everyone to try

- The Detox Scrub — featuring ginger, turmeric and grapefruit — polishes away dry skin and cleanses to remove any impurities. At home, once the face mask is dry, you can rinse it off and then continue with a full body scrub.
 - › **TIP:** Use scrub prior to shaving for silky smooth skin
 - › **TIP:** For a quick body retreat, use scrub in the shower and immediately follow with Detox Gelée for full body invigoration



Pass around **Detox Face Mask** for everyone to try on their hand or face

- The Detox Face Mask — featuring rosemary — helps to unclog your pores, leaving your skin cleansed and refreshed. As you soak in the tub, smooth on the face mask, avoiding the eye area. You can also use this on key areas of your body like your neck, upper chest or arms.
 - › **TIP:** Use after vigorous workouts to draw out dirt and oil from the skin
 - › **TIP:** Listen to your body and mask away whenever you feel breakouts coming on



Pass around **Detox Wash** for everyone to try

- To rinse away the scrub, use the Detox Wash. The wash — featuring ginger and grapefruit essential oil — hydrates and replenishes moisture to help continue softening and smoothing your skin.
 - › **TIP:** Give to new moms and encourage them to use the body wash as a 5-minute self-care retreat; the grapefruit essential oil instantly improves overall mood and inspires self-compassion and positive energy



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:** For a pre-ritual full body oil massage (otherwise known as Abhyanga), warm oil and massage all over body before showering or bathing
 - **TIP:** Use with dry brush using upward strokes
 - **TIP:** Use oil to massage scalp before shampoo

Pass around **Detox Lotion and Detox Gelée** for everyone to try

- The Detox Lotion — featuring lavender, ginger and turmeric — offers immediate hydration while replenishing your skin's natural moisture barrier. The Detox Gelée — featuring juniper, ginger and turmeric — 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.
 - **TIP:** Use Detox Lotion on damp skin after shower for faster absorption
 - **TIP:** Use Detox Lotion throughout the day to calm and refresh
 - **TIP:** Use Detox Gelée after long hikes, runs or exercise to calm and soothe
 - **TIP:** Use Detox Gelée on sore feet after a long day
 - **TIP:** Use Detox Gelée on dry areas to smooth and soothe skin



Pass around the 4 **Essential Oils** for everyone to experience

- Aromatherapy can be used for overall sense of well-being, to help create a sense of a healthy mind, body and soul. The aromatic properties are what make each type of essential oil unique and give it specific benefits. Choose the individual note that best meets your needs or mix together to create your own blend. Each single note essential oil is 100% pure plant essence to inspire your mood and sense of well-being.
 - **TIP:** Add 1-2 drops of Pure Lemon Essential Oil to home surfaces or dishwasher rinse cycles to add a clean, fresh, natural scent
 - **TIP:** Use Pure Lavender Essential Oil to provide a calming scent that can help to create a spa-like experience when adding 1-2 drops to a bath
 - **TIP:** Add 1-2 drops of Pure Peppermint Oil to bottoms of tired feet to soothe
 - **TIP:** Add 1-2 drops of Harmony Blend Essential Oil to a bowl of hot water and breathe deeply to inspire a sense of well-being



RE9 Advanced. Skincare

- The products we will be using for your facials are from Arbonne's RE9 Advanced anti-aging skincare collection. This collection of products is really a revolution in prestige skincare. Everyone needs to have a consistent, targeted, twice-daily regimen to follow: morning and night.
- What really makes RE9 Advanced special are the high performance ingredients used throughout the collection. Sustainable orange stem cells, alpha hydroxy acids, sea buckthorn ceramide, and powerful peptides support skin moisture, improve the appearance of skin firmness, elasticity and tone, and minimize the appearance of fine lines and wrinkles — helping skin look visibly rejuvenated and youthful.
- It gets even better when you use the products in conjunction with the Arbonne Intelligence. Genius Ultra. The Genius Ultra makes most of these products even more effective, with clinically proven results. I'll show you how this works and tell you more in just a bit.
- You will want to use these products consistently as a twice-daily skincare regimen for maximum benefit. Depending on your skincare needs, the set will last you about two months or 60 days.
- You'll see the best results if you try the products today on your face, or you can pick a sampling hand to try the products on so you can see the difference when we're done.



Pass around **Smoothing Facial Cleanser**

- Step 1 is the Smoothing Facial Cleanser. Use the washcloth to dampen your skin and then apply one pump of product to your face, gently massaging in circular motions.
- It's important to start with a clean canvas to get the most out of any skincare regimen. Notice the cleanser's rich, pearlescent cream formula; it gently washes away dirt and makeup, and leaves your skin feeling soft, smooth and refreshed.



Pass around warm damp towels to wipe off cleanser and then pass around the **Regenerating Toner** to try

- Next, we are going to use the Regenerating Toner. Mist it on your skin and then gently pat it on.
- Toning is a very important step, though many people skip it. It refreshes your skin after cleansing and prepares it for the next step in your regimen. It helps support cleansing by removing any excess oils or dead skin cells, and clears the way for your skin to absorb serum and moisturizer.



Pass around **Intensive Renewal Serum** and Arbonne Intelligence **Genius Ultra** demo unit(s)

- Step 3 is the Intensive Renewal Serum. It's called Intensive because it's the hero product of this collection. This collagen-supporting targeted formula helps reduce the appearance of fine lines and wrinkles while giving skin a more radiant, firm, and youthful appearance.
- Here's where the Genius Ultra comes in: What's good becomes great when you use it with your Genius Ultra! Applying the serum and smoothing it onto your skin with your Genius Ultra is the ultimate anti-aging regimen.
- Just use 1 pump of the serum and gently pat it onto your face — don't rub it in! As soon as you put it on, use the Genius Ultra for 1 minute on each zone of your face: forehead, chin, lips, and your cheeks.



Pass around **Corrective Eye Cream** & **Lifting and Contouring Eye Cream** to try

- The next step is all about the eyes! Your skin is four times thinner around your eyes, so our age shows up there first. Eye cream can be a secret beauty weapon!
- Arbonne offers you two choices of eye cream:
 - Choice 1 is the Corrective Eye Cream for anyone who wants to diminish the look of fine lines, puffiness and dark circles
 - Choice 2 is the Lifting and Contouring Eye Cream — this is for someone with more advanced signs of aging, to help the skin look firmer, toned, more plump and cushioned around the eyes
- Either eye cream can be used with the Genius Ultra to enhance results by more effectively applying the product.
- It only takes a half-pump or a dab on each eye. Pat the cream gently on the upper brow, continuing around the under-eye area. Then, use your Genius Ultra for one minute, gently gliding around your eye area to help smooth the cream on.



Pass around **day creams** to try

- Step 5 is to moisturize and protect. Because your skin has different needs depending on whether you are awake or asleep, you want to moisturize, nourish and protect during the day while you moisturize and correct the look of aging skin through the night.
- Arbonne offers you four choices of day cream for you to pick the one that meets your skin's needs the best:
 - Choices 1 and 2 are the Restorative Cream Broad Spectrum SPF 20 Sunscreen and the Extra Moisture Restorative Cream Broad Spectrum SPF 20 Sunscreen. These multi-purpose formulas deliver the amount of moisture you need to hydrate and smooth the appearance of fine lines and wrinkles. It also offers broad spectrum SPF 20 sun protection.
 - Choice 3 is the Restorative Cream without SPF. This is a great choice for anyone who is sensitive to sunscreen products or who will be using an alternate sunscreen in addition to moisturizer, like foundation or mineral powder. The Restorative Cream is great before applying makeup for a night out when you don't need SPF protection or as a lighter alternative to night cream. You can use this with the Genius Ultra.
 - Choice 4 is the Lifting and Contouring Cream Broad Spectrum SPF 15 Sunscreen. This formula targets the visible signs of advanced aging, boosting the look of firmness, while softening and plumping the look of the skin to enhance the appearance of tone; giving you a smoother, more defined-looking facial silhouette.
- Whichever one you pick, pat it on gently and generously all over your face.



Pass around **Night Repair Cream**

- At night, swap your moisturizer for the Night Repair Cream. This ultra-hydrating formula replenishes moisture, revitalizes the look of skin tone, enhances the appearance of skin firmness, and improves clarity of the complexion.
- You wake up to visibly more youthful-looking skin with an age-defying glow, and your skin will look hydrated and radiant. You're really going to love the difference this cream makes!



Pass around **Age-Defying Neck Cream**

- Morning and night, you should also use the Age-Defying Neck Cream. The skin on your neck and chest needs attention and so many of us forget to moisturize these delicate areas. This neck cream is specially formulated for skin in this area to smooth away the appearance of wrinkles while it tones and smooths the look of your skin.

That's your daily regimen.



Pass around **Cellular Renewal Mask**

- For your weekly regimen, you will want to add the Cellular Renewal Mask 1–2 times per week to help exfoliate your skin and keep it looking fresh.
- The mask gently removes dead skin cells and impurities to help “unclog” your pores. It helps create a fresh-looking skin canvas whenever skin is looking dull.

Nutrition Presentation

- Your skin is one of your body's largest organs, so it's important to take care of yourself both from the outside with these great skincare products, as well as from the inside. To help with that and make it easy for you to do, Arbonne has curated a collection of our bestselling nutrition products into the 30 Days to Healthy Living Collection. This includes everything you need to jumpstart a healthier lifestyle. By focusing on both your inner and outer beauty together, it will really help to keep you looking and feeling your best.
- The products include our #1 nutrition product, the Protein Shake Mix. With 20 grams of gluten-free vegan protein, this is my choice for breakfast on-the-go. I brought you a sample so you can try some.



Arbonne Independent Consultants

Joyce Christiano
Executive Regional Vice President

Anne Seid
Area Manager

Demos



Share Protein Shake samples

For each product, share one fact and one personal love statement. Be authentic and share how you use this product as a part of your healthy lifestyle.

- The protein shake has enough protein to help you feel satisfied while you're running around.
- Also included is the Daily Fiber Boost. This is a powder that you can mix right into your shake. One serving gives you almost half your daily fiber requirement.
- Next in the collection are Energy Fizz Sticks which dissolve right into water to give you a little extra energy support whenever you need it.
- Finally, we have Digestion Plus, Herbal Detox Tea and 7-Day Body Cleanse to help support your digestive system along with detoxification.



Share Protein Snack Bar samples

- Here is our amazing Dark Chocolate & Sea Salt Flavor Protein Snack Bar. Each bar has 10 grams of vegan protein and it tastes like a candy bar!
- These bars are amazing and they weave perfectly into your Healthy Living lifestyle. On-the-go, in your gym bag, for people who travel, part of a meal, in your purse, your car — you name it. The bars are your “easy button.”
- How many of you hit the vending machine at 2 p.m.? Or Starbucks? Now, you can have a Protein Snack Bar with some Herbal Detox Tea or an Energy Fizz Stick in your water instead! These are great for athletes, too!
- The nutrition products are the perfect complement to the Rescue & Renew spa products we tried first. It's beauty and wellness from the inside out!

Close

- Share 3 Ways to Win With Arbonne to close.
- Explain any special offers you'll extend for any guests that sign up tonight or within the next day or two to be a Host.
- Pass out catalogues, any additional samples, and mingle with the guests to answer questions and help with orders.

Here's a great sample close from NVP Evelyn Bennett: **PLAY A DEAL OR NO DEAL GAME**

Before I give you your catalogues and tell you about our specials, I'm going to give you each an envelope. We are going to play a game called, "Deal or No Deal."

If you would be willing to have a few friends over for an Arbonne event like this, just say, "Deal!" If you say, "Deal," you get to open your envelope. Inside each envelope is a picture of a "favorite" Arbonne product and you'll receive THAT product for FREE just for having a few friends over. Even you plus two friends is considered an event! This will really help me (or say the name of your new Independent Consultant launching her/his business) meet some new people and you know they will love this information! Only those who say, "Deal" get to open their envelopes.

Wait for someone to say, "Deal." If no one says, "Deal," then up the ante and say, "The first person to say, 'Deal' will also get to take home the rest of the protein bars from tonight," or "I will give you an extra gift," etc.

Once someone says, "Deal," and has opened their envelope, RAVE about the product they've won! "Oh, I love the [insert name of product]! You will love it! Thank you so much for being a Host! I really appreciate it! Let's have a look at our calendars before you leave and pencil in a date. Who else wants to open their envelope?"

PASS OUT CLIPBOARDS

Each guest should get:

- Clipboard with Order Form
- ASVP Specials Sheet laminated
- Catalogue
- Pen

I'm going to show you how you can shop for these products at a discount once you become a Preferred Client. The first thing I would like for each one of you to do is to fill out your information on the order form, if you don't mind.

Share **3 Ways** to Be a Part of Arbonne

1. CONSULTANT:

I want to share a little bit about the Arbonne Opportunity because I know there might be someone here who could benefit from having a supplemental income stream to help pay for college, retirement, savings, etc.

***This business is SIMPLE.** You saw what my business looks like tonight. I share these wonderful products with others, either in a group setting or One-on-One (over coffee, lunch, or even at the soccer field). I love that the products are consumable, so when you introduce the products to people once, you build and maintain a relationship and they can continue to reorder for themselves.

***This business is FLEXIBLE.** It's perfect for people who are busy and need to work it around the nooks and crannies of the day. You can work this business around your family or career and still be successful — work smarter, not harder, and leverage your time.

We can teach you how to earn additional income by recommending and selling these fantastic products and by building your network of connections. I am looking for people who are open to looking at this business. If you are even a bit curious, I'll send you home with some extra information and we can touch base later!

Share with those who are interested an Opportunity Brochure before they leave and schedule a One-on-One.

2. PREFERRED CLIENT:

This is what most people do! Preferred Clients pay \$20 and get 20% off of their products purchased for one year. If you buy one of the Special Value Packs (we call them ASVPs), you get:

- › 40% off
- › Free shipping
- › A free product of your choice from the list on the back of your sheet
- › And, you get 20% off for the rest of the year!

Let's go over the sheet in your clip board!

Go over the ASVP sheet slowly, explaining each package and going over prices

3. CLIENT:

Clients shop the retail prices in the catalogue. Friends don't let friends pay retail! But, if that's what you decide to do, we can help you with that right now.

Start walking towards the shopping area. Make sure you have asked your Host in advance to encourage everyone to at least fill out their form and give it to you before they leave, even if they say they are not buying anything.

Here are some questions to ask at the shopping area when the guest arrives:

1. Did you have fun? Did you learn something new?
2. How can I help you with your order?
3. Would you be open to having a few friends together for an event like this?
4. Would you be open to hearing more about this business? Or, have you ever thought about doing something like this? I think you would be great in my business because _____.

If "yes," give an Opportunity Brochure and schedule a coffee appointment. Hopefully this person also booked a group presentation for you as well.

After everyone leaves, tally up orders and help your Host choose products from their wish list based on total party orders. You may want to leave a catalogue with the Host and collect her/his order the following day.

Arbonne makes no promises or guarantees that any Independent Consultant will be financially successful as each Independent Consultant's results are dependent on his or her own skill and effort. You should not rely on the results of other Arbonne Independent Consultants as an indication of what you should expect to earn. Actual financial results of all Arbonne Independent Consultants for the preceding year are contained in Arbonne's Independent Consultant Compensation Summary (ICCS). You may view the Independent Consultant Compensation Summary on Arbonne's official website at iccs.arbonne.com.

