Script for PowerPoint Core Presentation 8.1 (updated 4/24/17)

**Slide 1………….. Thank you all for being here tonight**

She loved the information and graciously got everyone here tonight.

How many of you have ever heard of Arbonne?

Arbonne is a unique company

Introduce you to some ideas and concepts that maybe you had not been introduced to before.

In 1964 at the worlds fair Dupont launched their better living through chemistry campaign and that became the basis for skin care, cosmetics food everything that we do

Chemicals were the base of everything and ever since we have been living better through chemicals.

**Slide 2……………. There was a man named Petter Morck** who was a skin care expert living in Europe and he was concerned about the chemicals in skin care and cosmetics because up until the middle 70’s we did not know that the skin was permeable we thought that whatever you put on your skin would stay on the outside but in the 70’s we learned that

He did not believe that chemicals belonged on the body.

He founded Arbonne which is a beauty, health and wellness company. Which has a 35 plus year history of creating products that are pure, safe, and beneficial. That was the mission that he was on way back in the 70’s way before the information that I am going to share with you was scientifically proven

He just knew that he had to assemble a team of experts that would know what the skin needed in order to have perfect nutrition.

That is what has happened over 35 years is that we have become a company that is committed to educating consumers.

**Slide 3………………. We know that consumers who are educated make wise choices.**

When we are uneducated we just choose.

* We want to empower people with more options because let’s face it health and wellness can be expensive.
* Wouldn’t’ it be great to be able to walk into Whole Foods and buy whatever you want.
* We are going to show you that with Arbonne wellness can be simple, accessible and affordable.

With this education and empowerment it give people a way to start fresh with incredible products and a way to create income and subsidies for these products.

* Here is the foundational philosophy that our founder created over 35 years ago when the world was anchored into “Better living through Chemicals” He felt that whether it was skin care or nutrition you are what you absorb through the gut or the skin. Today there is so much data that supports this it is no longer a theory it just is.

**Slide 4………….. Read slide**

We are absorbing this toxicity.

**Slide 5………… WE LIVE IN A TOXIC WORLD**

* *How science defines a toxin is anything that the body can’t use for energy.*
* *Where do these toxins come from? They come from processed food, personal care products. Products that you are showering with, your skin care and makeup the pollutions in the air.*

**Slide 6……………. YOUR BODY IS LIKE A BATHTUB**

*It’s important that we look at our body like a bathtub. Imagine if you had a bathtub and the drain was clogged and the faucet was on full blast.*

*Think of your faucet like your mouth and your skin where things get absorbed. You get rid of everything through the drain or the liver. When your liver can’t handle the burden anymore it starts to store toxins in the safest place and that’s fats cells particularly around the middle. So how do you know if the fat that you are carrying around is toxic*.

**Slide 7………….. INFLAMATION**

* These are some of the symptoms can anyone relate to any of these*?*

**Read off some symptoms.**

* This is a pretty big list of common of maladies that people are dealing with all of the time.

**Slide 8………….. Letting Go of Toxicity**

* Petter’s vision was to create an entire line of products that supported your elimination organs. Your skin, your gastro intestinal tract, your liver, your kidneys, your lungs. So that when you are using Arbonne products not are you only getting incredible nutrition for your skin and your body but you are also releasing the toxins that could sabotaging your health.

**Slide 9………… HOW MANY CHEMICALS**

* How many chemicals does the average woman put on her body every day? 515.
* Berkley University just did a study and what they found was when they took teenage girls off of their personal care products for 30 days the Hormone Disruption load or the chemicals that disrupted their hormones dropped by 25%.
* That should be concerning to all of us here especially those of us that are mothers of teens.

**Slide 10……………. NATURAPATHIC DOCTORS LIKE TO SAY**

In Naturopathic medicine they like to say that your health is determined by what happens in your Bathroom and Kitchen. I would like you to step into your bathroom for a moment and think about what’s in there.

* What shampoo is in your shower, body wash or body scrub. I googled the top 3 shampoos worldwide and one of the top 3 was Pantene Pro -V. It’s says it gives you the ultimate in cool shine. How does it do that? When you look at the package they use ingredients like methylisothizolinone to get that shine. This is just one ingredient that is questionable and it has been dubbed as a neuro toxin.

**Slide 11……………. Arbonne’s Detox Rescue and Renew**

* The products that we just used at the sink well that is where Arbonne begins the Detoxing.
* Think about the cleanser and exfoliators you have in your shower. The Detox Rescue and Renew products take it a giant step forward.
* Key botanicals help to support your joints and muscles and pull toxins out of the skin.
* The chlorine in your shower alone is concerning. These products will pull the chlorine and heavy metals from your body so it can’t build up.
* They are not only washing away impurities on the surface but they are helping to protect the skin and moisture barrier and infuse the skin with things the skin can use to look and feel your best.
* It’s like going to the spa every day with our Detox Rescue and Renew products in your shower.

**Slide 12…………….. ARBONNE SKINCARE PRODUCTS**

* Think about the products around your sink this is another load of hidden toxicity.

**Go over some of the bullet points on slide**

Arbonne has always had the mission to continually innovate and introduce new collections that remain at the cutting-edge of industry excellence

**Slide 13…………. WE FORMULATE WITHOUT**

**Go over some of the bullet points on slides**

* Arbonne is leading the charge. We are the innovators. We are the company that creates products that deliver results without the things you don’t want.
* You can use these products long term and not be concerned about toxic buildup.

**Slide 14……………… REPORTER**

If you are starting to think you have to be concerned about what you do to your skin. Here is a picture that is worth a thousand words.

* Here is a reporter that wanted to see how toxic her make-up so you volunteered to do an experiment and not remove her makeup for 30 days.
* Dermatologist did 3-D before beginning and again at the end and they said her skin had aged 10 years as a result of her skins inability to breathe and heal itself because of trapped toxins.
* Is that just amazing.
* Reason enough to make sure you wash your face before going to bed
* Don’t use products that just won’t harm you choose to use products that will give you incredible results.

**Slide 15 and 16……………. THE “GOLD STANDARD”**

* Arbonne has the best anti-aging skin care in the world.
* It’s the “Gold Standard”
* It’s the line everyone wants to be
* It’s a High Performance range that utilizes the known anti-aging ingredients that have all been tested independently and then put together in a formula that is truly unique in the marketplace

 **Read ingredients:**

* These ingredients are put into hollow spheres that can penetrate human skin
* This smart technology is able to know which cells need the most nutrition
* The feed the unhealthy cell and give healthy cells only the amount that they need
* Because of the sophistication of this delivery system you are never going to overfeed healthy cells and burn them out over time.
* That is what happens with many anti-aging lines that use chemicals in their formulations

**Slide 17 and 18…………. ARBONNE RE9 ADVANCED CLINICAL RESULTS**

* Again here is a picture that is worth a thousand words
* These are the clinical tests this is not an Arbonne customer
* This is someone who volunteered in a clinical trial for the purpose of a study

**Slide 19……………… AFTER 30 DAYS**

* These are the results after 30 days
* 79% improvement in crow’s feet which is huge because that is one of the most difficult areas to show improvement

**Read rest of slide**

**Slide 20………………. SMARTER SKINCARE**

* 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 to the basal cell where they can really, really make a difference
* When you put skin care on not all of it’s going to get through the rough, not smooth texture of our skin and this insures that we are going to get the greatest amount of ingredients into the skin
* You can’t use this kind of technology with chemically based products
* You can only use this with ingredients that you would want to enter the blood stream

**Slide 21…………… Maxine, Arbonne Client—BEFORE AND AFTER**

Comment on picture

**Slide 22-27…………….. ARBONNE GENIUS ULTRA- BEFORE AND AFTER**

Comment on picture

**Slide 28…………….. GREAT LOOKING SKIN IS NO ACCIDENT**

* Great looking skin no accident
* Your skin health and digestion are inextricable linked
* Remember you are what you absorb
* Your body works as a system and every function is connected

**Slide 29………….. FIVE KEYS TO HEALTH**

* One of the things that science is saying more and more is the role of intestinal health and the gut skin connection
* How important it is understand how to eat in order to make sure all of the systems in your body work well together so that your skin and body are going to look and feel their best
* Read slide and add remember toxins can’t be used as fuel
* When I tell people this they shut down because they think I can’t do this because I won’t be able to eat the things that I love. It sounds hard.
* It’s hard to eat healthy**—it’s expensive.**

**The reality is you don’t lose weight to get healthy, you get healthy and then you lose weight**

Today we are trapped in this thinking I need to lose weight, I need to lose weight. Arbonne’s philosophy is we need to get healthy.

**Slide 30……………….. 30 DAYS TO HEALTHY LIVING COLLECTION**

* Arbonne has created something called the 30 Days to Healthy Living Collection
* Everything to jumpstart and maintain a healthier lifestyle….
* **Simple tools and simple solutions to help you:**
* Eat clean
* Minimize toxicity in our diet
* Products that help you fill in the micronutrient gaps
* Balance your blood sugar.
* Help you to be able to live the principles of the 5 Keys to Health we just talked about

**Slide 31………………. WE LEAVE OUT THE BAD STUFF AND IT ACTUALLY TATES GOOD**

* Read some of the bullets on the slide

**Slide 32………….** Whey and Soy

**Why is all of this important?**

* Reality is that whey, soy and dairy are really acidic and they create inflammation in the body
* A lot of people are supplementing protein today to lose weight
* They are using these shakes because they are quick and easy
* Stopping at Starbucks to get a Latte
* These are things that create inflammation in the body
* These are things that attack the gut and slow elimination
* This is where we see

**Slide 33……………. BEST TASTING SHAKE ON THE MARKET**

* **Read some of the bullet points**

**Slide 34………….. Fiber slide**

* Have any of you ever drunk some Metamucil that thick grainy, gritty stuff—there was fiber in it
* Why is fiber so important?
* Fiber binds itself to toxins to be to take them out of your body
* The average person gets about 11 grams of fiber a day
* Do you know how many grams we are supposed to get? 25 to 30
* This product adds 12 grams of fiber in one serving
* It’s like little scrubbing men for your intestinal track
* We all need it – when people really look at their diet they realize they are getting way less then they need
* People don’t eat enough beans and legumes to get the fiber they need

**Daily Fiber Boost**

* Holy grail of products in this group
* We eat food today full of preservative and that makes the food sit a long time in our colon and we accumulate a lot of bad bacteria
* It supports digestion
* It helps to heal the gut from damage done from unhealthy eating, toxins and medication
* It helps you absorb more nutrition from your food
* As you age your pancreas starts not giving you the enzymes you need to eliminate the bacteria
* It helps you to give you the balance you need
* It helps people with acid reflux

**Slide 35……………. FIZZ STICKS AND HERBAL DETOX TEA**

* Make your water taste better and we all know that hydration is critical for beautiful skin and a healthy body
* Read some bullet points from slide

**HERBAL DETOX TEA**

This should be in everyone’s cupboard

* Read some bullet points from slide

**Slide 36………….. 7 DAY BODY CLEANSE**

* **Read some bullet points from slide**

**GREENS BALANCE**

Who of us ever gets enough servings of fruits and especially vegetable in a day. This gives you all of your greens, reds, yellows and blues. Plus our Omega 3 seed blend. Putting a scoop in your shake just makes it so simple.

* Such an incredible product because who is eating a full spectrum of vegetables and fruits on a daily basis
* Makes your body alkaline
* **This Whole collection is so well thought out everything works synergistically to help you de-toxify**
* **Helps you eat cleaner**
* **Helps you make easy convenient choices**
* **Helps you fill in the nutrient gaps in your body**
* **Balance your blood sugar**
* **It helps prevent you from cheating because it gives you the tools to not go the coffee shop or vending machine**
* **Instead of eating the bagel I am going to make me a healthy shake**

**When you start to eat this way you are going to crave it because you feel so good.**

**Slide 37 Sample Day**

Here is an example of how simple eating healthy can be using Arbonne’s 30 Days to Healthy Living products. Talk about the slide.

* If you are wanting to lose weight have a shake for breakfast and lunch.

**Slides 38- 43…………….. BEFORE AND AFTERS GO THROUGH VERY QUICKLY**

**Slide 44…………. We have products** to change your health and your appearance and a business to change your life. You don’t have to take our word for it, the Mayo Clinic agrees!

**Slide 45………….. We have a simple system**—STOP buying products that don’t support your health and paying retail, START buying healthier products with clinically proven results directly from the manufacturer at substantial savings and when you SHARE with others so they can do the same, Arbonne pays you and you have just turned an expense you already have into an income!

**Slide 46…………… So how do we get paid in Arbonne?**

Arbonne offers a generous compensation plan with four management levels. We all start at the same place—as an Arbonne Independent Consultant and grow through sales and sponsoring activity. There are 4 ways we make money. We make a commission on every product we personally sell. We make overrides on the products our team sells. At the VP levels, you can earn the Mercedes Cash Bonus. And you can earn cash bonuses at every management level based on team sales volume and sponsoring. On this chart, you can see the Average Monthly Income, based on stats from 2015. Those numbers represent only one income stream—Overrides or commissions from team sales. This is about time leveraging—for example, you work 10 hours a week and have 4 other people also working 10 hours, now you have 50 hours of creating income for you.

The first level of management is District Manager. As a District Manager in Arbonne, you will average just under $300 a month. Maybe that’s a car payment or maybe it’s extra spending money. Maybe it means you can make your mortgage payment or start saving for your future. At this point, you may still be a team of one or just starting to develop your team.

The second management level is Area Manager. You can now will your business. On average, you will earn, just under $1,400/month, a little above that can be an extra $20,000 a year. Imagine… What would you do with an extra $20,000 per year?

The third management level is Regional Vice President. This is where you earn the bonus for the white Mercedes Benz. It’s also where you get to experience “choice”. You may love your job and you may choose to continue working and run your Arbonne business alongside. If you don't love what you do, this is the time when you may be able to walk away from it. You are now averaging a full-time income of over $65,000 a year, working part time, for yourself, from home. The average American earns just under $51,000 per year working full time, for someone else (woman with an advanced degree).

Then, at the National Vice President level, you now have life changing money. The average National Vice President in the US earns just under $251,000 a year. With that, there is unlimited income potential. There are NVP’s who earn that in a month.

This is an “equal-opportunity” opportunity. Anyone can grow their business to the National Vice President Level when they put the time, energy, and consistent effort into their business.

On top of the overrides, there are trips to earn, life insurance benefits, jewelry and all sorts of recognition. https://en.wikipedia.org/wiki/Household\_income\_in\_the\_United\_States

**Slide 47…………… Where do you see yourself in Arbonne?**

There is a place for everyone with Arbonne. You could decide to do what I did—become an Arbonne Independent Consultant. You’d receive a 35% discount on all your products, unlimited income potential, turn an expense you already have into an income, and so much more. It's a phenomenal opportunity.

Or maybe, you want to purchase some product. Now that you know what you know, you may wish to change your brand to Arbonne. We have a fantastic Preferred Client Program, which is our loyalty program for our customers. The Program offers discounts, reward coupons, free product, free shipping and more.

Maybe you want to host a get together or even a business meeting. We love our hosts and there are great benefits to hosting with Arbonne. It would be a challenge to find rewards more generous than Arbonne’s and I would love to be the one to gift you generously!

Now, I think you are going to be very surprised by the price you will pay for an entire set of our skin care our 30 Day program with our Clean Eating Healthy Living support? Because we advertise by word of mouth and distribute our products direct to the consumer, we don’t have all the overhead and middle men in traditional retail.

ASVP’s available for Preferred Clients & Consultants (also have a Build Your Own option)

Consultant will meet with each one and help them determine their needs and the best option based on their budget.