

SPA & FACIAL PRODUCT PRESENTATION

Materials you will need (based on 10 guests):

10 hand towels

20 face cloths

1 crockpot (host usually provides this)

A large tote to carry your items

A small candle for mood/atmosphere if you like

Product (see below for visuals)

Hair bands & clips

Catalogues

Pens

Order Forms

Client Care Cards/Profiles to jot down items as you go along that might be of interest to them

Your open date card with dates you'd like to book

Hershey Kisses / Lip Balm Prize or sachet of Detox Tea & A Protein Bar

Gift for booking incentive if you're offering one

Curiosity Folders/Flip Flop CEO Books/Dates of Upcoming DAs



Wet towels go in the crock pot rolled up. You will need two hot face clothes for each guest. Put the large hand towel & hair clip/bands in the room where the guests will be sitting. From the start to the end of your facial, it should be 45 minutes. I like it when guests arrive for 7 pm that way by 9-9:30 everyone has ordered and you are out the door!

“Before we get started....” Do the Cellular Renewal Patch Test on people’s forearms. Ask if anyone has sensitivities to aspirin or if they have rosacea/sensitive skin. People who are aspirin sensitive react to salicylic acid which is in the masque so they won’t do that step in the facial. They will instead do the Genius.

Ice breaker: Have each guest say their name/how you know hostess & the 10 Million Dollars game “if you had 10 million \$, what would you do with your life” AND if I had a magic wand and there was one thing you’d want to change about your skin, what would it be?” This allows you to know what part of the opportunity could fit for them AND you can pre-sell products that they’ll love.



Hand out hair clips to get hair off necks.

Distribute with a spatula enough of the Detox Gelee for them to rub on the backs of their neck and shoulders.



- 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!

While they massage their necks and shoulders.

Share your "I" Story.

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 we are launching in Poland this September and Taiwan next summer so it's a very exciting time for our company. There is less than 1 % of market awareness of our brand in any of these countries so an amazing ground floor opportunity

without the risk and you can build a business in any of the countries that we are in. 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 450 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.

*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.

*No chemical fragrance or chemical dyes

*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, etc. 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 country are we launching in this September? Poland

What is our company motto? Pure, 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

*How much time/week do you need to run a successful Arbonne business? 10-15 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? \$16,000/month, on average 3.5 years

Prize: lip balm (or something similar/small)



Give a ½ scoop of Awaken Scrub to each guest for their hands

- Awaken Essential oil blend includes coriander, lemon, avocado, rose and sweet almond oil. Smells AMAZING!
- It exfoliates dry, dead surface skin cells, and conditions the skin. It can be used from the neck down. Recommended before shaving and self tanning. Helps get rid of little red bumps, white heads and dry skin.



Distribute a little bit of Firming Body Crème



- Have guests massage it onto their feet and lower legs, or arms.
- Pass around before and afters to show dramatic results.
- Amazing on stretch marks, loose skin that has gone through weight loss, pregnancy belly and more!

FACIAL BEGINS

Pull hot towels from crockpot for each guest. Let them know we're going to be starting the facial now. As you distribute one towel to each guest with a pair of tongs, jokingly say "welcome to business class" as people think of air travel which always gets a laugh. Note that this facial features the RE9 line. Always have the Calm line or FC5 line on hand for those who cannot use RE9 (sensitive/rosacea) and simply swap out the products for those individuals.



RE9 Advanced Smoothing Facial Cleanser



Put a small bit of cleanser in one corner of their face cloth and have them wash their face with just that area. Use the rest of their moist hot towel to remove the product and wipe off their face once they are done. If you like, you can have the new Easy on the Eyes Eye Makeup Remover on hand as well for people to use.

As they wash face:

- Our RE9 Advanced Skin Care System is our anti aging skin care line and it is clinically proven to start working within 24 hours.
- In fact, this line has beaten out all top dept. store brands and our next competitor within our own distribution system based on clinical studies in terms of results.
- 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.
- 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! LOVE the smell!

Cellular Renewal Masque



At this point, check everyone's forearm to make sure that they haven't reacted. What you are looking for is red bumps, hives, etc. If there is nothing like that, you are good to go. If they did react or if they have rosacea/sensitive skin, do the Genius pads on these individuals instead. In fact, I like to give the Genius to those doing the Cellular Masque as well but have them only swipe it on their neck, chest & hands – NOT their face. That way you can speak to both products and cross sell.

Cellular Renewal Masque

- This is one of Arbonne's best sellers because of its results when you use it 1-2x/week at night before going to bed.
- It's considered a natural version of microdermabrasion. It will have a slightly tingly, hot sensation which is totally normal. The redness you may experience comes from Niacin which is amazing at DNA repair at the cellular level and it's simply bringing the blood circulation to the surface of your skin.
- (I mention that I have a client who used to go for facials every other month and she says that this product has done more for her skin than \$150 treatments. If you have testimonials, share them as facts tell, stories sell!)

- We will leave this on for about 3-5 minutes. (I time it on my iPhone and check in with people at the 3-minute mark and then continue on if everyone is good).

Genius

- 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!!
- In just 6 short months, it has become our number 2 selling product.
- 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.
- Amazing at reducing fine lines, pigmentation issues, acne scars, helping with pore size, sun damage and more. 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!!

FC5 Ultra hydrating Hand Crème



As they sit with mask, you hold up and flip through the catalog and share briefly about the other products we have. Then sample the FC5 hand lotion. Give them each a dollop but tell them not to rub it in.

The FC5 line has another exclusive ground breaking technology called Fresh Cell Technology in which Arbonne has managed to extract plant cells without rupturing them. Once you apply the product to the skin and begin to rub it in, you break those cells open giving you immediate fresh botanicals and natural nutrients upon contact!

Smell it before you rub it in...a woody smell. Now rub your hands together...and smell how fragrant those essential oils & fruit/veg extracts are now that you broke all those plant cells open. This hold for all the FC5 products as well.



Remove the next hot towels and spray them with unwind mist and lay over faces for relaxation for a minute. This truly feels like a facial experience.

As towel cools, tell guests to wipe mask off. Chances are they will have some redness because it brought all the circulation to the surface of the skin and the Niacin flush effect. It will be gone by morning. FYI – putting

CC crème on everyone at the end of the facial is an amazing way to show how great that product is at evening out skin tone and getting rid of redness.

*If they did the Genius, you can simply mist their face with the lavender mister to give them a refreshing spa feel. You never want to wipe the Genius off.

RE9 Regenerating Toner



After mask is removed, 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 won't 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.

RE9 Intensive 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 ACE vitamins and more.
- Picture little pacmen eating away at glue that holds your dead skin together
- When you start to use the system you will develop the “arbonne glow” – it’s the serum doing its magic. LOVE this!

RE9 Correct Eye Crème



- Pump a ¼ 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. It's also amazing on your upper lip to prevent lines & wrinkles there. Don't waste it – it's liquid gold 😊
- This product will last you 4-6 months easy.

RE9 Extra Moisture Day Crème with spf 20 uva/uvb

(use this if you are doing a day-time event but most are in the evening. If it's at night, just put a little bit on the back of each guest's hand so that they can see how light and dewy it is, even with the spf.)



- We call it the protector - It will protect your skin from sun exposure (it has a natural spf which is zinc oxide) and it visibly firms and gives you a radiant glow.
- It smells like mandarin/orange blossom, 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.

RE9 Night Repair Crème



Using a spatula, distribute a pinky-nail size amount to guests to apply.

- 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.
- We lose up to 80% of the hydration in our face while we’re sleeping and that’s when our skin cells are turning over. That’s why using a night crème to hydrate and nourish while we’re sleeping is so important.
- It’s rich but not heavy – DIVINE!

This completes the facial. Now do some of your favourites and again, remember that stories sell so give your testimonials about why you love what. I always do the Instant Lift Gel since it comes for free with the set and the make-up primer as people LOVE it. I also do the CC crème (as

mentioned above, it's great at taking the redness out of the facial), protein shake and the Pure Vibrance Hair Serum & Hairspray.

FAVOURITES

RE9 ADVANCED INSTANT LIFT GEL AKA BOTOX IN A BOTTLE



Place $\frac{1}{4}$ on their finger and have them apply in the arch of one brow. Once it dries, they'll notice an immediate difference in how open their eye becomes.

- This is another signature Arbonne product that right now you can get for free when you purchase the system (it's a \$56 value CDN).
- You can apply it all over your face and it will give you a temporary lift of 8-10 hours. You can apply it under your day crème or over your make up if you forgot – it will still work.

- It has long-term benefits because of the peptides in the formulation which help with collagen and elastin. It's almost like your skin has muscle memory.
- We call this our “botanical botox” 😊

Make-up Primer – this is one of our best-sellers!!



- This is like spackle for your face 😊 It fills in any fine lines, crevices you may have, mattifies your skin, makes your make-up go on smoother and last longer. Even if you don't wear make-up, it just gives you a tidier, more polished look. Put it on over your day crème and under your make-up – it feels like silk and you can go through your day with no touch ups – promise!
- It's amazing in the summer b/c you won't sweat through your face 😊

Then you go into the FOUR WAYS TO USE ARBONNE:

1. **Retail Client** and purchase products. There is a 45-day money back guarantee and you will get fabulous customer service.

2. Retail is a dirty word in our opinion and most people love shopping at a discount which is our amazing loyalty program: **Preferred Client**. It costs \$24 to join and gives you a 20% discount off all your product orders for the next 12 months. You also get a free \$60 single item gift of your choice when you join as a thank you. You are eligible to become a Preferred Client if your order is approx.. \$180-190 retail. And, you also earn \$s off future orders. If your order is over \$ 250
 - a. I equate it to walking into the Bay or Holt Renfrew, saying you'd like to get 20% off every time you shop, get additional \$s off future orders AND walk home with product XX for free today. That would never happen, right? It's everyone's most favourite way to shop.
3. **Host** – if you had a great time tonight and know your friends would love to experience the same you can get together 3-4 people in your living room for a relaxing night in and let me come and pamper them like we did this evening. If you schedule one of my dates with me today, you can get XX as a free gift which you'll get that night in addition to being able to shop at up to XX% off at your event. OR you can offer them a discount on their order then and there if they book with you that evening (some ICs offer up their 35% off to those who book a show with them that night. It's up to your discretion what you'd like to offer as an incentive.) Always try and have someone purchase at retail or better yet PC even if they are going to host b/c their friends will be more apt to buy if the host is using and loving the products and can share their own testimonials.
4. Last way is to become an **Ind. Consultant** like me and to create not just an income but also a lifestyle that you desire. And I want to take just 2 minutes to speak about the opportunity because my experience is that there is always at least one person in the room who is thinking “what if, what if this works, what if this is for real and

could help us pay off the house, buy the cottage, allow us to travel or save for our kids education?” Most people have a lot of assumptions about our business – I know I did. Never in a million years did I ever think I would do “one of those things” and I am so incredibly grateful that I put my head junk aside and just took a look. I was able to make an educated decision and not rely on misconceptions. Most people think you need to be great at sales, have lots of time, have a great network, etc. and that’s not the case – there is strategy to building those things and we teach you. Our business plan is very simple. You can do 4 30-minute coffee dates a week, over lunch or after work and help one other person do the same or you can do 6 group presentations a month and help 1 other person do the same. We train and support you along the way so you’re in business for yourself but never by yourself. Most people start out looking to earn a few extra \$s for grocery money (that they can earn right away) or cover a mortgage payment and others are looking to replace a 6-figure income. The truth is that this can be as little or as big as you want it to be and we can show you how to earn a free vacation for you and your family or friends every year as well. Probably my favourite thing about this is that at just the second level of management that most people reach in 12 months, your business is now a willable asset that you can leave to your family or whomever you like for generations to come. How many jobs let you leave a legacy like that? Usually when you die your paycheque goes with you 😊 What my husband loved was all the tax benefits we now have because of our home-based business. We can now write off expenses that we already had e.g. part of the mortgage, utilities, the phone, the car, gas, my computer, the internet, etc. simply by shopping from our own store and sharing with others how to do the same and growing an amazing customer base. With Arbonne, it’s not just how much you make, but how much you get to keep and we all know that we pay way too much in taxes in this country 😊 If this intrigues you at all, or if you know of someone who is looking to make a change, this could be the vehicle

they're looking for, and I'd be happy to share more with you one on one.

Pass out catalogs and order forms and use the Trifecta close system (get everyone's order, ask them about hosting and ask them if they'd be open to taking a PEEK at this business.) You are not asking if they are interested in doing it, just in finding out more. And remember, if they are having FUN, the event will be a SUCCESS!! 😊