

## Letter from the CEO CEO 寄語:



This year, we are celebrating 35 amazing years of Arbonne! Since it was established in the U.S. in 1980, founder Petter Mørck's vision for a brand promise — pure, safe, beneficial. — has transformed lives in so many ways.

We are growing and expanding into other countries — in 2014 Arbonne Poland joined our community of the U.S., Canada,

Australia and the United Kingdom. In 2016, we will open our first market in Asia with Arbonne Taiwan. We are excited about the business opening in Taiwan because Arbonne is ideally positioned to align with the region's way of life that is centered on the same principles: pure, safe, beneficial.

With a continuously evolving Ever Green Commitment — and vegan and cruelty-free standards among others — we know we have the best, botanically inspired personal care and wellness products on the market. Our Arbonne Scientific Advisory Board comprises renowned physicians and medical experts and is helping us set new standards for formulating products, and clinically test them for safety and efficacy.

I hope you enjoy reading through this brochure and find yourself at home here. Our journey is centered on growing better, stronger, happier and healthier. We welcome you to join Arbonne and embrace the opportunity to begin your own transformation!

Kay Napier, CEO  
Arbonne

今年，我們一同歡慶艾爾保成就非凡的35年！自1980年在美國創立以來，創始人Petter Mørck以其願景創立了一個承諾提供「純淨、安全、優良」產品的品牌，在多方面上改變了許多人的生活。

我們公司不斷成長並拓展到世界其他國家，2014年艾爾保波蘭分公司加入了我們美國、加拿大、澳洲和英國分公司的陣容。在2016年，我們將成立艾爾保台灣分公司，開闢我們在亞洲的第一個市場。我們很高興能在台灣開展業務，因為艾爾保的定位與這個地區的生活型態完全相符，同樣秉持純淨、安全、優良三大原則。

艾爾保提供卓越的純植物性產品，並擁有一群才華出眾、敬業的領導主管。這些工作積極熱忱的人們激勵了我和我們敬業的員工，不斷努力讓我們的獨立顧問(Independent Consultants)和尊榮顧客(PREFERRED CLIENTS)每天的生活更加美好。

隨著我們的「綠色環保承諾」不斷演變，以及根據純植物性、不含麩質和無動物實驗等標準，我們知道我們擁有市場上最佳的純植物性個人保養與保健產品。我們的艾爾保科學顧問委員會由知名醫師和醫學專家所組成，持續協助我們制定產品配方的新標準，並針對我們產品的安全性與功效進行臨床測試。

我由衷希望，這本手冊能讓您更加認識艾爾保，並且在我們這裡找到家的歸屬感。我們的宗旨是確保您能更茁壯、更快樂、和更健康成長。我們竭誠歡迎您加入艾爾保，並把握這項機會，開始您個人的轉變！

凱·納皮爾  
艾爾保執行總裁

## Arbonne Scientific Advisory Board

### 艾爾保科學顧問委員會



**Brent Bauer, M.D.**  
**Chair, Arbonne Scientific Advisory Board**

Director, Complementary and Integrative Medicine Program,  
Mayo Clinic Professor of Medicine, Mayo Medical School

Dr. 布倫特·鮑爾教授

艾爾保科學顧問委員會主席

美國梅奧診所互補及整合醫學計畫負責人

梅奧醫學院醫學教授



**Carleeta Nelson, MS, RN**

Arbonne Independent Consultant, Executive National Vice President,  
Oklahoma, USA CPN-BC Board Certified in Pediatric Nursing from ANCC  
(American Nurses Credentialing Center)

卡莉塔·納爾遜 理學碩士、註冊護士

艾爾保獨立顧問-ENVP執行全國副總裁-美國奧克拉荷馬州

美國護理資格審查中心委員會認證：小兒科護理



**Janelle Smith, M.D.**

Professor of Dermatology; University of California, Irvine

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Dr. 克里斯托弗·扎卡里

內外全科醫學士 - 皇家內科醫學院

加州爾灣大學皮膚科主任



**Nora Zorich, M.D., Ph.D.**

President, NLZ Consulting, LLC

Retired VP Research and Development, Procter & Gamble

Dr. 諾拉·容瑞奇 Ph.D.博士

NLZ Consulting, LLC 總裁

寶僑公司研發部前副總裁



**Laura Fortner, M.D., F.A.C.O.G.**

Arbonne Independent Consultant, National Vice President, Ohio,  
USA Board Certified in Obstetrics | Gynecology Special

Emphasis in Complementary & Alternative Women's Health

Dr. 蘿拉·福特納 F.A.C.O.G.

艾爾保獨立顧問-NVP全國副總裁-美國俄亥俄州

美國婦產科委員會認證醫生-女性健康



**Howard I. Maibach, M.D.**

Professor, Department of Dermatology;  
University of California, San Francisco

Dr. 霍華德·馬拔克

加州舊金山大學皮膚科教授

## Arbonne Ingredient Policy 艾爾保成分政策

Transparency and honesty. For 35 years, this has been the hallmark of our product integrity. From the beginning, Arbonne has developed products by combining the best of nature with leading science. Our mission is to always improve and evaluate our ingredient policy as an ever-evolving standard of excellence. This means we continuously challenge ourselves to do better and better.

### Pure



We're working diligently to understand the latest science — consulting our Scientific Advisory Board, and adapting to new standards. Each product contains carefully selected, botanically-inspired ingredients.

### Safe



We rigorously test our products. We're vigilant about the latest research regarding chemicals to ensure we're being mindful and cautious.

### Beneficial



Our products deliver results. As trailblazers, we must educate, empower and inspire people to make better choices for the beauty, health and wellness of their families and friends.



### We formulate without

talc | tallow | carbon black | animal products or by-products | formaldehyde-donating preservatives | phthalates | formaldehyde | alkylphenols | benzene | monoethanolamine | triclosan | synthetic dyes | hydroquinone | artificial sweeteners | artificial flavors | cholesterol | trans fats

And so much more ...

### We adhere to the standards of the 我們遵守事業最高標準

由美國食品及藥物管理局 (United States Food and Drug Administration) | 聯邦貿易委員會 (Federal Trade Commission) | 加拿大衛生部 (Health Canada) | 澳洲治療商品管理局 (Australia Therapeutic Goods Administration) | 英國食品標準檢查局 (United Kingdom Food Standards Agency) | 歐洲食品安全局 (European Food Safety Authority) | 澳洲國家工業化學品通告評估署 (National Industrial Chemicals Notification and Assessment Scheme) | 國際日用香精香料協會 (International Fragrance Association) | 歐盟化妝品指令 (European Commission Cosmetics Directive) | 歐洲化學品管理局 (European Registration, Evaluation, Authorization and Restriction of Chemicals Agency) | 化妝品成分審查委員會 (Cosmetic Ingredient Review)

透明公開與誠實心。35年來，這兩項原則一直是我們公司產品誠信的標誌特色。從最初開始，艾爾保便一直以結合自然元素和先進科學技術來研發所有的產品。我們的使命是隨時評估我們的產品，確保所有的成分擁有最好的品質，以不斷提昇我們的標準。這代表我們持續自我挑戰，以精益求精。

### 純淨



我們努力不懈來了解最新科學技術，隨時請益我們的科學顧問委員會，並配合業界最新標準。每項產品都包含我們精心挑選的純植物性成分。

### 安全



我們嚴格測試我們的產品並密切留意最新的相關研究。

### 優良



我們的核心宗旨是提供真正優良的有效產品，生產每個人都期望擁有的產品。作為市場的領導者，我們教育、鼓舞和激勵人們，為他們的家人和朋友的美麗、健康和保健做出更好的選擇。



### 我們的產品配方不含

動物產品或副產品 | 防腐劑 | 甲醛防腐劑 | 鄰苯二甲酸鹽 | 甲醛 | 烷基酚 | 苯 | 三乙醇胺 | 單乙醇胺 | 磷酸鹽 | 聚乙二醇 | 石蠟 | 雙酚 A | 穀蛋白 | 合成染料 | 三氯苯氧氣酚 | 對苯二酚 | 人工色素 | 人工甜味 | 人工香料 | 膽固醇 | 反式脂肪

與更多其他不純正的成分!





ARBONNE.  
艾爾保

### Arbonne Tree of Life 艾爾保: 生命之樹

Our body is a tree of life. We need high-quality daily nutrition to nourish the roots, so they can support the trunk as it stands tall and strong against the environment. The branches and leaves represent outer beauty, which we prune, trim and nourish with love, allowing our confidence to blossom.

我們的身體就好比是生命之樹，每天都需要攝取高品質的營養，以滋養根部，使它能夠支撐樹幹，在各樣環境中依然屹立不搖。樹枝和樹葉則代表我們的外在，只要用關愛予以修整滋養，必定能綻放出最自信的一面。







## Leaves & Branches 樹葉與樹枝

Arbonne skincare, bath and body products nourish, rejuvenate, calm and moisturize your skin. Outer beauty is represented by the leaves and branches of the tree.

生命之樹的樹葉與樹枝就好比是您的外在，艾爾護膚產品能滋潤、保濕、並且鎮靜您的肌膚、讓您隨時展現最美好的一面。

## Roots 樹幹與樹根

Fill daily nutritional gaps and strengthen your body to build a good foundation and strong roots with the plant-powered nutrition of Arbonne Essentials<sup>™</sup> and Arbonne Evolution<sup>™</sup>.

艾爾保養身保健產品補充您每天缺乏的營養，就好比是您生命之樹的樹幹與樹根，強建您的底子，以奠定良好的基礎並維持身體的健康。



# Arbonne Products 艾爾保產品

Our core commitment is to provide effective, beautiful, convenient, affordable products. Products everyone should have and will desire. Each product is developed with meaningful ingredients, chosen for effectiveness and safety.



我們的核心承諾為提供有效、美麗、方便、並且人人都渴望而且負擔的起的產品。每項產品的研發都採用最好的成分，並且都因其功效和安全性而精心挑選出來。

## RE9 Advanced.

The RE9 Advanced Collection is Arbonne's premier anti-aging skincare line, clinically tested to help improve skin firmness in just 24 hours. The formulas are powered by nine major age-defying elements plus breakthrough botanicals. This means visible results: the appearance of fewer fine lines and wrinkles, and more youthful-looking skin.

## Arbonne Intelligence.

This high-performance line brings next-generation innovation to the forefront — we use the latest in science and botanicals to develop multitasking, revolutionary formulas that answer all your skin and beauty concerns. The secret is in our proprietary ingredient Phytinol™, developed from botanical extracts that help your skin look beautiful. Plus, Arbonne Intelligence products are formulated to complement all Arbonne skincare lines. This means you get supercharged, visible results. Our proprietary PBR+ Complex combines science and nature to provide visible results in as little as two weeks.\*

\*Results based on independent clinical studies.

## Arbonne Essentials.

The plant-powered nutrition of Arbonne Essentials products provides all the nutrients you need with high-quality formulas for every body. Formulas are developed with phytonutrients and unique beneficial botanical compounds that support your health. Our vegan certified products are developed with premium blends of vitamins, minerals, botanicals, superfood antioxidants, enzymes, prebiotics and probiotics for maximum product effectiveness.

## RE9 Advanced. 逆時凍齡

RE9 Advanced 系列是艾爾保的明星抗老護膚產品。本配方含九大逆轉肌齡元素，加入突破性的植物萃取成分經臨床測試證實能在24小時內有效改進皮膚緊緻度。為您肌膚外觀減少細紋及皺紋，使肌膚看起來更加年輕。防止肌膚洩漏真實年齡。

## Arbonne Intelligence. 智慧多效配方

艾爾保聰明多效配方引領最先端的新一代創新，推出在肌膚保養上以智取勝的高效產品。我們的科學技術以最新的護膚科技和植物成分調配出多管齊下的革命性配方，為您的肌膚保養和美容問題提供解答。我們的專利植物性成分Phytinol™能使您的肌膚看起來更美麗。艾爾保聰明多效配方若是和其他艾爾保護膚產品一起使用，可以讓其效果更加明顯。我們專利的PBR+ 複合成分結合了科學技術與天然功效，僅僅兩週就可產生明顯效果。\*

\*效果係根據獨立的臨床研究。

## Arbonne Essentials. 艾爾保養身

艾爾保養身保健品中的植物性營養成分以高品質的配方提供您每天所需的營養。配方研發採用能夠維持您健康的植物成分和優良植物複合成分。我們通過認證為全素產品，利用了多種優質維生素、礦物質、植物成分、超級食品抗氧化成分、秀素、益生元和益生菌而研發，以發揮最大的成分功效。





# Now Is the Time!

## You have two ways to stay connected:

### 1. Join now as an Arbonne Independent Consultant.

- Be one of the first visionaries who saw the great opportunity in Taiwan by starting to build your business today.
- Enjoy the freedom to create the life of your dreams and have potential for financial independence.
- Grow your business in existing Arbonne markets in the United States, Canada, United Kingdom, Poland, and Australia while preparing for the launch of Arbonne Taiwan.
- Receive the latest updates on our Taiwan launch.
- Receive incredible rewards and prizes for your accomplishments.
- Kick off your business with some materials available in Mandarin as we continue to build for the future.

### 2. Sign up to receive the latest news and updates on the Arbonne Taiwan launch at [arbonneinternational@arbonne.com](mailto:arbonneinternational@arbonne.com).

- Be one of the first to become an Arbonne Independent Consultant in Taiwan when we launch in 2016.
- Earn the right to participate in pre-launch activities.
- Receive the exclusive opportunity to preview Taiwan-specific products.
- Stay connected to the person who introduced you to Arbonne.

THERE ARE NO GUARANTEES REGARDING INCOME, AND THE SUCCESS OR FAILURE OF EACH ARBONNE INDEPENDENT CONSULTANT, LIKE ANY OTHER BUSINESS, DEPENDS ON EACH ARBONNE INDEPENDENT CONSULTANT'S OWN SKILLS AND PERSONAL EFFORT. YOU SHOULD NOT RELY ON THE RESULTS OF OTHER ARBONNE INDEPENDENT CONSULTANTS AS AN INDICATION OF WHAT YOU SHOULD EXPECT TO EARN.

IN THE UNITED KINGDOM, ARBONNE EUROPE SARL ("ARBONNE") OF BÖSCH 71, POSTFACH 663, CH - HÜNENBERG, SWITZERLAND, IS THE PROMOTER OF THIS DIRECT SELLING OPPORTUNITY. THE GOODS WHICH ARE SOLD UNDER THIS OPPORTUNITY ARE SKINCARE AND COLOUR COSMETICS PRODUCED OR SUPPLIED BY ARBONNE AND SUCH OTHER GOODS OR SERVICES AS ARBONNE MAY MARKET FROM TIME TO TIME.

IT IS ILLEGAL FOR A PROMOTER OR PARTICIPANT IN A TRADING SCHEME TO PERSUADE ANYONE TO MAKE A PAYMENT BY PROMISING BENEFITS FROM GETTING OTHERS TO JOIN A SCHEME. DO NOT BE MISLED BY CLAIMS THAT HIGH EARNINGS ARE EASILY ACHIEVED. ARBONNE PUBLISHES A SUMMARY OF AVERAGE QUARTERLY COMPENSATION THAT ARE PAID TO ARBONNE INDEPENDENT CONSULTANTS. THIS INFORMATION IS UPDATED ANNUALLY AND CAN BE VIEWED ONLINE AT ARBONNE'S WEBSITE.

# 是時候了!

## 兩種方式來開始體驗艾爾保:

### 1. 現在就加入成為艾爾保獨立顧問吧! 體驗艾爾保為您帶來的事業優勢。

- 成為第一位見證台灣巨大機會的開拓者, 今天就開始建立您的艾爾保事業。
- 實現您夢想中的生活, 自由掌握您的財務。
- 在您準備台灣艾爾保事業的同時, 您可以利用艾爾保現有的美國、加拿大、英國、波蘭和澳大利亞市場更進一步拓展您的業務。
- 收到台灣艾爾保的最新資訊。
- 您的業績將獲得意想不到的獎勵
- 利用艾爾保公司提供的中文資源來幫助開始您的業務。

### 2. E-mail 註冊立刻接收台灣艾爾保的資訊:

[arbonneinternational@arbonne.com](mailto:arbonneinternational@arbonne.com)

- 當我們2016年在台上市時, 您可以優先成為台灣艾爾保獨立顧問。
- 免費參加台灣艾爾保上市前的獨家活動。
- 獨家預覽艾爾保的台灣產品。
- 與介紹您艾爾保的人隨時保持聯絡。

每位艾爾保獨立顧問之收入及其成功或失敗, 均同任何其他事業一般, 需仰賴每位艾爾保獨立顧問自身之技術與個人努力, 而無任何的保證。您不應以其他艾爾保獨立顧問之成績, 作為您預期收入之基礎。

在英國, 址設於 Bösch 71, Postfach 663, CH - Hünenberg, Switzerland Arbonne Europe Sàrl (下稱「艾爾保」) 為直銷機構。於此直銷機構下銷售之商品, 為艾爾保製造或供應之護膚及彩妆商品, 以及其他艾爾保所不時銷售之商品或服務。

直銷機構或交易計劃推動者及參與者, 禁止以允諾使他人加入計劃時將給予利益之方式, 說服任何人給付款項。請勿受到高收入是容易達到的聲明所誤導。艾爾保公布了每季平均支付予艾爾保獨立顧問之報酬概況。這份資訊每年會更新, 並可於艾爾保網站上閱覽。



## Ever Green Commitment 綠色環保承諾

At Arbonne, we have been on a **green journey** for 35 years and always will be. From botanically based **ingredients** to forward-looking green improvements, being **earth friendly** has everything to do with who we are and how we choose to **grow**.



### 35 Years of Being Green: Then & Now

#### 1980s

- Botanically based, cruelty-free formulas introduced in the U.S.

#### 1990s

- Recycling logo added to product packaging.
- Statement of purpose revised to include: "For all levels in the organization to contribute locally, nationally and internationally to the improvement of our ecological, social and cultural environment."
- Arbonne's first official tree planting as part of the Friends of the Environment tree planting program held in Iceland.

#### 2000s

- Continued striving to use biodegradable ingredients.
- Reports made available online and no longer mailed.

#### 2010s

- Green Will Call program introduced.
- Soy-based inks used for majority of print materials.
- FSC-certified renewable resources used for paper and printed materials.
- Shipping boxes made of recycled material and are recyclable.
- Majority of product packaging is recyclable.
- Most shipments are certified carbon neutral.

There is so much more to come ...

艾爾保35年來一直遵守我們的環保承諾，始終如一，從不改變。不僅是成分的選擇，更隨時留意任何能夠保護地球的機會，出一份力。



### 致力環保 35 年：過去與現在

#### 1980s

- 在美國推出純植物性、無動物實驗的產品配方

#### 1990s

- 產品包裝上的標誌使用可回收材質
- 修訂宗旨聲明並納入：「公司所有員工在國內和國際間貢獻心力，以改善我們的生態、社會與文化環境。」
- 艾爾保首度正式參與冰島舉辦的「環境之友」植樹活動。

#### 2000s

- 持續竭力使用可自然分解的成分。
- 不再透過紙張郵寄，僅在線上發布報告。

#### 2010s

- 推出環保取貨方案。
- 公司絕大多數的印刷品使用大豆油墨。
- 紙張和印刷品使用森林管理委員會 (FSC) 認證的再生資源。
- 包裝盒以回收材料製成，並可回收。
- 絕大多數的產品包裝均可回收。
- 出貨方式經認證符合環保碳中和的標準。

我們將持續推出更多改進環保的方案!