

Arbonne Glow Party Basic Presentation (AKA Sip & Spa)

What to bring:

- 1-2 fizz flavors for sampling
- Protein balls (make your favorite)
- Premixed and refrigerated protein shake (make your favorite)
- Bag of Protein (1 or 2 flavors)
- Catalogs/order forms and/or computer
- Superfood Greens
- GreenSynergy Elixir
- BioticSticks
- DermResults Advanced set
- Small white dixie cups
- Facial Steamer and/or warm washcloths in an insulated bag
- Small mirrors
- Host gift
- Extra fizz or 2 for left-right game
- A list of your next open dates

Introduction

Thank host(ess). Give a gift for hosting.

Have her share what she loves about Arbonne.

Raise your hand if you've ever used an Arbonne product or know someone who has. Do you have something you can't live without? Or what's your favorite product?

About me!

Share your story – include your why! Make this short!

Before I started working with Arbonne... we needed a little extra in the budget every month... I was a stressed-out teacher... I love teaching but didn't want to get a summer job just to make ends meet... then I found Arbonne, and I love helping people - it doesn't even feel like work!

What do you think of when you think of network marketing? (you'll get a variety of answers – scam, get rich quick, opportunity, side hustle – go with it.) Those are all great answers. If we were playing the Family Feud, you would have the top 3! I know how you feel; I felt the same way, what I've found is that it's a real business where real people can create options for their families. Research shows that the average family needs an extra \$6,000/year just to maintain their standard of living. Maybe you're in a place where you are looking for something different or need to earn extra money - watch what I do tonight. I am always looking for people to teach and train to do what I do!

About Arbonne!

Why Arbonne? It's different!

THE LEFT/RIGHT Game - Pass 1- 2 Fizz sticks depending on your group size.

Let's play a fun ice breaker to tell the Arbonne story super-fast! This will explain why I said "Arbonne is different." I'm going to read a little story to you about Arbonne. When you hear the word "left" pass the Fizz Stick left and when you hear the word "right" pass it to the right... whoever is holding it when I'm finished gets to take it home and have amazing healthy energy tomorrow! You'll want to sing a song!

Arbonne products combine the best of science and nature, using the purest and finest ingredients that perform to get the RIGHT results. RIGHT next to Pure and Safe, is Arbonne's third philosophy which is Beneficial. It's just not RIGHT to spend money on products that don't work, RIGHT?

Arbonne is a certified B corporation. A B Corp Certification is a designation that means a company is doing the RIGHT things for people and the planet, not just looking for profit. There are currently only 7000 B Corp companies in the world! B corps get rated and Arbonne is the #1 network marketing B Corp in the world BY FAR. That's amazing RIGHT?

Arbonne's mission is to help people flourish through sustainable, healthy living. Our nutrition products are formulated without artificial colors, flavors or sweeteners and are vegan. Everyone wants to look and feel their best, RIGHT?

Our skin is the largest organ of our body. It not only holds us together, but also allows our bodies to take in nutrients and eliminate toxins. Did you know that many ingredients LEFT on the skin get absorbed into the bloodstream within 26 seconds? Think of nicotine patches, birth control patches, etc. Transdermal delivery is one of the fastest ways to get something into your bloodstream. There are many ingredients being used in cosmetics and personal care products that are not RIGHT for our overall health. Arbonne is not 100% natural because we know that not everything in nature is safe, RIGHT? Poison Ivy, for instance, or Belladonna which is 100% natural and will kill you if ingested. Olive oil or coconut oil are awesome, but they won't deliver antioxidants into the skin to help with signs of aging or peel away layers of dull skin. I want cutting edge, anti-aging skincare. I just want it to be safe, RIGHT? I appreciate that Arbonne continually analyzes ingredients for safety.

For starters, a common ingredient in most skincare is MINERAL OIL, which is simply highly refined crude oil. Using mineral oil on the skin is like covering your skin in plastic wrap. It creates a barrier on your skin that does NOT allow ingredients to be absorbed or toxins to be released -- and that's just not RIGHT!

PARABENS are another ingredient that are just down RIGHT bad! Parabens are preservatives that are put into products to give them a longer shelf life. Reports show that parabens are being found in breast cancer tumors. This is frightening especially when you consider how many products we use every day that contain them. It is not easy to find products without parabens or mineral oil, but it is so important to your health to be sure that these ingredients are LEFT out of your products. You may want to go home tonight and check your labels! You'll probably say, "She was RIGHT!"

Last but not least, let's talk about animal byproducts. Did you know the most prestigious cosmetic companies in this country purchase ingredients from rendering factories? Some of you might have heard of rendering factories. They are collection centers for LEFTover animal parts. Dead animals from farms and ranches, slaughterhouses, roadkill, euthanized animals, old restaurant grease, expired meat, etc. are all sent to rendering factories where everything is ground up, boiled, and the rendered byproduct is sold to cosmetic companies as a slick filler.

All these ingredients are not RIGHT for the skin, and you won't find them in any of our products.

So, get ready for the big finish! Arbonne is the RIGHT company, with the RIGHT philosophy, the RIGHT ingredients, and the RIGHT products that give the RIGHT results. Aren't you glad you're not LEFT in the dark anymore about what's not RIGHT? The End!

So, whoever is holding the Fizz is the winner! Congrats! You'll have some amazing healthy energy when you drink that tomorrow... I think it actually makes me nicer. 😊

IMPORTANT QUESTION: BIG SMILE Pretend I'm your fairy godmother and I have a magic wand. If I could grant 1 wish for your health or skin... like manage your weight, or have better digestion, have more energy, have smoother skin, what would you wish?

YOU MAY HAVE TO SHARE YOUR WISH FOR YOUR OWN HEALTH FIRST

Product Introduction

There are 4 main reasons we struggle so much to stay well and maintain a healthy weight.

- 1) We all eat SAD, the Standard American Diet, which is full of dead carbs, preservatives, food additives, artificial dyes, colors, flavors, sweeteners. Our food supply has become big business and that isn't very profitable for our health.
- 2) We spike our blood sugar repeatedly throughout the day with soft drinks, chips, pretzels, popcorn, pasta, and Kind bars. We end up resistant to our own insulin and feel tired, puffy and have a super tough time managing weight. It also accelerates aging.
- 3) Our soil is so depleted of nutrients and enzymes that our food has far less nutrition than ever before, so our energy is also depleted.
- 4) Our food contains pesticide and herbicide residuals that kill off our healthy gut bacteria which affects our digestion, immunity, and brain health.

We are all at different places in our health journey. We all have different health issues and priorities and I want to meet you where you are. I'm going to share some basic products that support wellness no matter where you are... whether you're at your healthiest, you simply want to start feeling a little better, or you know you need to make some significant changes. What I'm going to share first is such a simple habit that I truly believe would benefit anyone - no matter where they are in their health journey. Health can feel hard so I'm going to show you an easy daily habit that can offer long term health benefits!

Green Gut Glow on the Go Shot

Let me introduce you to our GREEN, GUT, GLOW on the GO shot!! This is drinkable smart nutrition plus skincare in one powerful 8 oz shot.

- It contains 12 key veggies & fruits like broccoli, kale, spinach & spirulina with powerful phytonutrients and antioxidants to support daily nutrition.
- It has prebiotics, probiotics (3 billion CFUs of Bacillus Coagulans to be exact), and 13 key digestive enzymes that support digestion and break down carbs, fats, proteins, fiber and lactose to support the nutrient uptake from food. There is no need to refrigerate this probiotic because it activates once it contacts water.
- Vitamin C, Hyaluronic Acid and Biotin support collagen production for radiant hair, skin, and nails.

- Mix and go with a single daily supplement combination for smart nutrition support, less bloat, and glowing skin.
- If you feel that you need a bigger boost of greens, try our BeWell Superfood Greens which delivers a blend of 36 fruits and vegetables.

Demonstrate mixing 8 oz of water with GreenSynergy Elixir in a glass or shaker cup so that they can see. Do this green, gut, glow shot every day to support your health – this is just so easy to do and so beneficial! Who is brave enough to try a shot? *Pour a small amount in dixie cups so everyone can taste that want to.*

I want to share a bonus item with you:

BioticSticks Fast Melt Probiotic

This probiotic is formulated for the whole family (ages 4+). It melts on your tongue without water to support good gut health, a healthy microbiome, and healthy immune function. Would anyone want to taste test it for me? *(Sprinkle a little on the tongues of your volunteers – everyone will likely volunteer after the first person says how great it is.)*

Fizz and Protein!

Next, I want to introduce 2 more nutrition products that I use daily to support my overall health – our Fizz and Protein.

What do you currently do for energy? *(let them reply)*

What if I told you that the more caffeine you need to keep going, the more you'll continue to need. That addiction will get stronger, and you'll need more than you're using right now.

Fizz

- Fizz is everyone's very favorite product. Fizz can replace your coffee addiction, your soda addiction, and your energy drink addiction.
- You know how McDonalds has sold over 60 billion burgers? Well, we've sold over 61 million boxes of Fizz. That's how incredible it is.
- I'm a double fizz girl every day!!! And here is why:
- Natural energy boost – slow rise, slow decline - no crash.
- Increases cognitive function.
- It has ginseng root and CoQ10 which is a powerful antioxidant which also supports cardiac health. It has Chromium and B Vitamins (those are the "feel good" vitamins).
- The small amount of caffeine is from a natural source, guarana and green tea, and it is so good for you!
- We have 7 delicious flavors all the time and occasionally have seasonal flavors too. *Sample 1-2 flavors of fizz – just pick your favorite(s).*

EssentialMeal Protein

- We have the best protein ever in 3 different formulas to meet your health and lifestyle needs!
- Everyone needs good, digestible protein. Ours are vegan so they digest very easily!
- Our EssentialMeal formula, which is my favorite because it supports my crazy busy lifestyle, has 24 grams of vegan protein from 5 protein sources – pea, hemp seed (no THC), pumpkin

seed, quinoa, and rice protein. It's the only protein shake on the market that has avocado oil which is a healthy fat.

- I love that you only add 9 oz of cold water, so you don't even need a blender.
- Women should get half of their weight daily in protein grams – it's so important for overall cellular repair throughout your body.
- This is a complete meal with only 200 calories per shake. Replace one meal/day with a shake to maintain weight or replace two meals with a shake per day to help you lose weight.
- We also have our traditional FeelFit Protein which most people turn into a smoothie and our Simply1 Protein for people who want lower-carb or keto-friendly.

Sample protein shake in Dixie cups.

Healthy Product Summary

These are just a few healthy habits that are easy to do daily that support your health: GREEN, GUT, GLOW shot, FIZZ, and PROTEIN. But some people feel like they need a complete reset. For that we have a nutrition program called 30 Days to Healthy Living. You get a coach, recipes, a private Facebook group, and a set of products that provides you with about 75% of your meals, drinks, and supplements for a month. You'll have enough protein to replace 2 meals/day, enough Fizz drinks to have 2/day, plus supplements like the Digestion & Microbiome Support, CleanTox Detox Tea, a Body Cleanse, and Greens to support a health reset. Basically, it addresses the 4 issues I mentioned earlier:

- Increases nutrient intake.
- Helps to restore gut balance.
- Teaches you how to eat clean.
- Teaches you how to eat for more stable blood sugar.

It's \$305-\$317 for the whole program depending on which protein you choose which is about \$10/day. Usually, a coach for a month would be \$300, right? Some people choose to start with a 14-day smoothie challenge, and we can chat about your best fit when we meet up individually.

OK now it's time for some pampering!

DermResults Advanced

Healthy skin starts from within, and we can kick it up a notch with our most powerful and advanced anti-aging skincare line yet! This is called DermResults Advanced, and the results of this line are impressive!

- It features our exclusive hyaluronic acid complex which builds moisture.
- It targets visible signs of aging including lines, wrinkles, loss of elasticity, firmness, texture, and moisture loss for a more youthful-looking appearance.
- This line is marketed to those over 35, but men and women of any age can benefit from this 5-step regimen.
- **Have any of you ever tried a Cleansing Balm?** This was new to me! It melts off your makeup and removes dirt. Gently massage a pea-sized amount in circular motions for about 30 seconds. It will even remove your eye makeup. You'll feel it melting off your makeup! Use a wet washcloth to remove the excess then head over to the steamer for a 30 second steam, and then come back to the table for the rest of your skincare. *(If you have facial steamer, use it - if not, just use hot washcloths.)*
- Next, let's use the **Toning Essence with Mineral Booster**. The toning essence preps the skin to allow the serum to deliver optimum benefits. *(Either put a small amount on a cotton pad or pour a little into their palm).*

- Next, I want you to experience the **DermResults Advanced Serum with Hyaluronic Acid**. This is the workhorse of the product line – it delivers the initial layer of hydration and over time fights the signs of aging like fine lines, wrinkles, dryness, and it improves texture. One tiny pump is all you need.
- Next, let's indulge with the **DermResults Advanced Moisturizer** which gives you a double dose of hydration to help address those pesky signs of aging while promoting youthful-looking glowing skin.
- Lastly, if you smile, you will all eventually battle with crow's feet so let's fight them with our **DermResults Advanced Eye Cream**. This luxurious, rich eye cream is formulated with clinically tested anti-aging ingredients. Pat just a tiny amount around the orbital bone around your eye.

Look in your mirror and feel your skin now! The best part is when you wake up tomorrow to Arbonnized skin.

Some people might want to try it on the back of your hand. (Put a drop of Toning Essence on back of hand and then follow up with serum & moisturizer – use individual Q-Tips or spatulas for each person.)

NOTE: Simply bring headbands, small mirrors, and washcloths that you have pre-moistened with warm water. Keep them in an insulated bag or heat for 30 seconds in the microwave.

There are 3 Ways to Win with Arbonne

Way #1 - Host

Because Arbonne doesn't advertise, people only learn about us if someone tells them. When you agree to get a few people together, you receive awesome host rewards! This helps me build my business & gives you perks.

Way #2 – Shop as a Customer or Preferred Client

- Shop retail OR be a Preferred Client
- Our Preferred Client program is \$29/year, and you get a minimum of 20% off up to 40% off our 30 Days to Healthy Living program.
- There is no catch. It's like a Sam's or Costco membership, but better and with a better discount.
- I'm not asking you to trust me about these great products, but to test me.
- We don't have minimum orders or a required autoship and we have a 90-day money-back guarantee.
- It makes sense to sign up as a Preferred Client since the savings are often more than the sign-up fee with your very first purchase.

Way #3 – Independent Consultant

- The third way to win with Arbonne is to be an Independent Consultant and I would like to break this down into 2 classifications.
- IC as a Brand Ambassador - You share products you love with your family and friends or post occasionally on your social media. Your friends can even get a discount when they become Preferred Clients. They get a great deal and Arbonne pays you with every single order they place. You also get your own ready-made e-store, and you will get a 35% discount on your products at a minimum.
- IC as a Brand Partner - This is what I am. I have a ready-made e-store too and at least a 35% discount, but I build a business and teach others to do the same thing. You share products you

- love, enabling you to scale the levels of management and create an increasing stream of revenue through commissions. What I have found is that most people overestimate what can be done in the short term with Arbonne and underestimate what can be done in the long term.
- Check out earnings.arbonne.com to see what is typical and what is possible.
 - Either way, the IC registration fee is \$99, and you can earn commissions starting with your very first week.
 - The last question I want to ask you is “Where will you be in 5 years if you keep doing what you’re doing now? How will your health be? Where will you be financially?”

Final Close

Flip your customer profile over and check out our most popular bundles. You can purchase single products as well, but our bundles are the best deals!

If you said “yes - I need a health reset,” check out the **Healthy Living Set**. It’s a great deal and everything you need to do our 30-Day program. It’s completely customizable with your favorite flavor choices and qualifies you for free shipping and a free full-sized product! Or you can choose the **Healthy Habits Set** if you just want to test drive healthy living. It’s a great place to start. If you just want a simple way to feel better and have less bloat and increase energy, the **Daily Glow & Energy Bundle** is a good place to start. And if you’re like me and can’t live without the amazing anti-aging skincare in your life, I recommend the **DermResults Advanced 5-Step Regimen** or **3-Step Starter Regimen!** All these sets qualify for free shipping too!

Thank you so much for coming to *Suzie’s* Glow Party! (*Distribute catalogs.*) Now we’re going to have shopping time! I’ll meet with each of you to make recommendations for what Arbonne products would help you most, whether you’re shopping tonight or not. By the time you leave, you’ll know what would be best for you! I’d like to start with *Julie* unless someone needs to leave quickly.

I just stand or kneel next to each person at the table and ask... “What piqued your interest?” or “What are you thinking?”

Taking Orders

- *Be intentional to immediately start talking with the guests to help them check out – this will avoid awkward silence.*
- *Suggestive sell – “did you want to go ahead and add...”*

Booking Strategies:

It’s important to book parties from your parties. These are some ideas:

- *Place samples in a few of the \$10 Arbonne water. At close, give anyone who chooses one of your open dates a water bottle.*
- *Arrange a basket of Arbonne products. At close, let anyone who chooses one of your open dates a choice from your basket.*
- *Offer host perks coupon code for anyone who will choose one of your open dates. Be aware that the sponsor will forfeit their commission.*