

Notes for HOW to use DRA and Incorporate good gut health at a BE WELL CONVERSATION:

Welcome guests

Have Detox Tea sachets ready with some hot water for sipping or serve cold over ice w some mint leaves

Display full size skin care, Dr. Deannas book, catalogs, DRA skin samples on hand

Offer water, and a Skin Elixir to try

If you want you can have very simple protein bites offered. Totally up to you and keep it simple.

Ask question: If you could wave a wasn't what would you like to see for your skin? Give people time to think and answer.

Show the presentation- talk about gut health and connection to skin care as seen in the presentation only 9 slides so pretty short message

Ask people if they want to try the skin care on face or hands.

Have wash cloths ready and just go to kitchen sink (keep it super simple)

Scoop them out pee size DRA Balm, then all the steps and they will be ready for bed time.

If they do it on hands then use only one hand (top of hand) so they can compare to other hand.

Ask them how their skin feels?

Points in the CONVERSATION:

- Do they hydrate? (coffee, alcohol, sugar drinks and prolonged sun exposure dry out skin
- Spf and why it is not added to this line and how they can add it w the Soft Focus Veil - most spf's on market have synthetic chemicals that dry out skin and often even burn the skin.
- Arbonne never does over 30 due to above reason.
- Arbonne uses botanical base zinc spf.
- Stick to one skin care system/ regimen.
- Compliment the above with general discussion and reference to removing toxins out of the body through healing their gut, removing certain inflammatory foods (specifically Wheat, grain, sugar, dairy)
- Encourage the collagen booster and Hyaluronic Acid in Skin Elixir which is the INNER part of the topical part of DRA Hyaluronic acid in serum
- Hyaluronic Acid is a SUPER hydrater.
- Beauty of our collagen is that it is a booster of your own production.

When faces are washed and finished with skin care treatment, thank everyone, encourage them to come look at full size, try a sample and check the close sheets. Get contact info.