

# Arbonne Sip & Spa Presentation

## 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, Guest Profiles and/or computer
- GreenSynergy Elixir
- DermResults Advanced set
- Small white dixie cups
- Facial Steamer and/or warm washcloths in an insulated bag
- Small mirrors
- Headbands or hair clips
- Host gift
- Extra fizz or 2 for left-right game
- A list of your next open dates

Table setting: For each guest, place a Guest Profile, pen, headband and mirror at each seat.

## 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 do you have a favorite product?

## About me!

*Share your scripted 2-minute story – see template on [lifechangers411.com](http://lifechangers411.com).*

*Example: 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 to make ends meet. Then I found Arbonne, and I love helping people - it doesn't even feel like work!*

## 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 (companies like Patagonia, Tom's, Bombas, and Athleta)! Arbonne is the #1 network marketing B Corp in the world. That's amazing 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. So here's the thing: The European Union has banned over 1200 ingredients from products being used in Europe. You could say they LEFT them out. Our FDA has only LEFT out 12 ingredients. Arbonne has done the RIGHT thing by banning 2000 harmful ingredients. 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 should be LEFT out of your products. Parabens are a common preservative used to give a product 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!" We've also LEFT out all GMO ingredients from our vegan nutrition products as well as gluten, dairy, soy, artificial sweeteners, colors and flavors to name a few.

Now Arbonne is not 100% natural because we know that not everything in nature is safe, RIGHT? Poison Ivy, for instance, is 100% natural. 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?

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? Also, share your name one more time for me as we go around the table.

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

## Product Introduction

It's time for the "Sip" portion of our Sip & Spa. We are all at different places in our health journey. 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.

## 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 has a blend of 36 vegetables & fruits to support daily nutrition.
- This happy gut formula has prebiotics, probiotics, and 13 key digestive enzymes. There is no need to refrigerate this probiotic because it activates once it contacts water.
- It even has Vitamin C, Hyaluronic Acid and Biotin to 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.

*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.*

## 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.
- Fizz is so popular that we've sold over 61 million boxes.
- I'm a double fizz girl every day!!! And here is why:
- Natural energy boost – slow rise, slow decline - no crash.
- It also 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! *(55 mg in case someone asks)*
- We have 4 delicious flavors all the time and occasionally have seasonal flavors too. *Sample 1-2 flavors of fizz (just pick your favorite). Take a poll and ask everyone’s favorite.*

## 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 and don’t make you bloat!
- Our EssentialMeal formula is my favorite because it supports my crazy busy lifestyle – I love that you only add 9 oz of cold water so you don’t even need a blender.
- It has 25 grams of vegan protein from 5 protein sources *(in case someone asks: pea, hemp seed, pumpkin seed, quinoa, and rice protein)*. It’s the only protein shake on the market that has avocado oil which is a healthy fat.
- 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. Take a poll and ask everyone’s favorite.*

## 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. *(Share your health journey.)* 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 1/day, your Green Synergy Elixir, and 2 boxes of Herbal Detox Tea for supporting your liver & kidneys. It’s \$308 for the whole program 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... the spa part of the Sip & Spa!

## 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 – even if your skin is sensitive.

- **Have any of you ever tried a Cleansing Balm?** This 2-in-1 cleansing balm and makeup remover immediately melts onto the skin. Gently massage a pea-sized amount in circular motions for about 30 seconds. It will even remove your eye 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 – ask them to place the cloth across their face and relax for a minute or 2. This is a great time to snap a photo for social media.)*
- Next, let's use the **Toning Essence with Mineral Booster**. The toning essence tones, balances and preps the skin to allow the serum to deliver optimum benefits. *(Pour a little into their palm and ask them to press it onto their face).*
- 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, 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.
- Lastly, 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.

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 rather than their face.*

*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 90 seconds in the microwave.*

## Let's wrap it up! There are 3 Ways to Win with Arbonne

### Way #1 - Host

I grow my business through word of mouth. When you agree to get 4-5 people together, you'll receive awesome host rewards in the form of a wholesale discount code! When we meet up at the end, you'll be able to pick a date from my open date card. *(Hold up your Open Date Card).* These are the dates I have open for the next little bit. *(don't include anything farther than 4 weeks.)*

### Way #2 – Shop as a Customer or Preferred Client

- You can shop retail as a client paying the catalog price OR be a Preferred Client shopping at a discount.
- 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. This is an incredible option if you're looking for more freedom & flexibility, meaning & purpose, money & opportunity – what would you do with an extra \$500 or \$5000/month?

I would like to break this down into 2 classifications: Brand Ambassador & Brand Partner.

- As a Brand Ambassador, you casually 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.
- As a Brand Partner, which is what I am, you also have a ready-made e-store and at least a 35% discount, but I also 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. Arbonne has a super lean business model with only 4 levels of management. The first level of management is District Manager – I typically see that District Managers make anywhere from around \$300-\$1000/month – that's a car payment or part of a mortgage payment. Most people don't stay at District Manager as they want to grow to the second level which is Area Manager. I typically see that Area Managers make \$1000-\$4000/month (getting the comma in your paycheck is powerful!). At this level, you can WILL your business to your family! How amazing is that – your business becomes an asset! Regional Vice President is the third level of management and they typically make anywhere from about \$4000-\$10,000/month and get a bonus for their white Mercedes Benz. The top of our company is National Vice President and on average they make \$22,000/month. Go ahead and gasp with me... most people would agree that that's a lot of money! 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](http://earnings.arbonne.com) to see what is typical and what is possible.
- Either way, the Consultant registration fee is \$65, 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 look? Where will you be financially? I always encourage people not to dismiss the idea right away with a quick “I could never sell” or “That's not for me.” If you're even a little interested, let's grab a coffee (or a Fizz!) and chat. I'm happy to share more, and you can ask me anything – no pressure; just a real conversation.

### Final Close

Flip your Guest 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 **30 Days to 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 **Daily Essentials Bundle** if you just want to test drive healthy living. 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**! The **7-Day Fresh Start** is a great jump start for your 30 Days to Healthy Living or if you just want a little shorter option. You might even choose to **Build Your Own Special** by choosing any \$150+ of products and you'll get 20% off with your Preferred Client account. 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.

### **Trifecta close at check-out area:**

- *Ask for completed Guest Profile: look over what they wrote—ask questions. Some people will say “I want to start with...” Some need you to ask: “What are you most curious about?” or “What did you find compelling?” “I see you wrote you're interested in \_\_\_\_\_—tell me more about that.”*
- *Open Dates Card: Before we finish your order, do you have 3-4 friends that would love a free healthy aging facial? Share your personal offers. 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 to also choose an Arbonne product 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.*
- *Is Arbonne for You: “When it comes to earning income, do you keep your options open?” “Which of these (point to earnings chart on IAFY) would make it worth your time to seriously consider earning with Arbonne? If you had an extra \$500—how would that enhance your life?”*

### ***A Few Added Tips for Consultants:***

- *Read this script REPEATEDLY OUT LOUD to become comfortable with the verbiage.*
- *You can choose the host gift (something small or something larger like a discount at the host's event—just remember, we want to be duplicable! What you do, your team will duplicate so make it simple for people.)*
- *Do NOT be tempted to bring any more than 1 or 2 extra products than suggested on page 1. On our team we encourage people who are serious about growing a business to purchase 30 Days to Healthy Living with GreenSynergy & a DermResults set as their business investment, so we build our presentations using the products in those sets.*
- *Go over this script with your sponsor to chat about nuances & such.*
- *Print this out and bring it with you to your Sip & Spa*
- *Order of Priorities at a group:*
  1. *Identify a possible business builder*
  2. *Book 2+ group presentation*
  3. *Sell product*