

Healthy Habits for Life!

***If this is being presented on Zoom, you may read the script and also use slides.**

***If this is being presented in a live presentation, feel free to read the script and not use the slides. Reading is good, but also make good eye contact.**

Script:

Slide One: Healthy Habits For Life

I don't know if you are like me, but I only recently learned that we have 2 systems to burn energy from the food we eat? One system burns sugar, the other burns fat.

Tonight, we are going to learn about new discoveries and recent cutting edge science! But, before we dive in, let me introduce myself to you and give you a short background on Arbonne.

My name is _____. After joining Arbonne, a 44 year old company, I continue to be proud to present **ARBONNE's DETOXING, CLEAN PERSONAL CARE PRODUCTS SKINCARE, and NUTRITIONAL SUPPORT** as healthy **tools** for a lifetime.

What Sets Arbonne Apart From The Crowd?

Many people think they know Arbonne because they might have seen it on social media, or been invited to a live event, but most people don't really understand what makes Arbonne so different.

It all started in 1980, Arbonne's founder, Petter Morck, understood how important clean beauty was, when beauty wasn't so clean.

Initially, the skin care industry began as a way to profit from industrial wastes ranging from petroleum to animal by-products.

Then, by the 70s, when it was recognized that what was applied to the skin was absorbed into the body and the skincare industry didn't change, Petter saw the need and the opportunity to create pure, safe and beneficial skincare that also worked. He founded Arbonne International, a company that produced the first plant-based products ever made and ignited the idea of CLEAN beauty. At a time when green wasn't everyone's favorite color, Arbonne was vegan, formulated without gluten, and didn't test their products on animals. Revolutionary for its time and still so today.

The European Union got the memo and currently bans the use of a whopping 1200 toxic ingredients in personal care products, food and supplements, but the US bans only 12 toxins. I am proud to say Arbonne does better than anyone and bans over 2,000 toxic and harmful ingredients making our company a leader in setting an even higher standard for the world.

At one time Arbonne was only known for premium European skincare, but today the offered product range includes cutting-edge nutrition, because looking good on the outside starts on the inside.

So let's get started with our topic for our time together:

Good health and beauty are simple and can be fun to learn about. I believe it is good to be aware of current scientific discoveries and then put into practice the simple and empowering things one can and REALLY must do to - secure health and vitality for your own lifetime. That is why I love offering Arbonne's products to people, even though I know not everyone is interested. But there are more and more people everyday who appreciate the Arbonne brand and its timely life affirming mission.

Why talk about health NOW when you are not sick? Recently Dr. Peter Attia, a leading longevity doctor, reportedly asks his patients what they want to BE ABLE to do in the margins of life (think 80s-90s)? Do they want to be able to swim, hike, pull a 50# compound bow or just get up off the floor unassisted after playing with grandchildren, to not fall, whatever it is?

What do you want to be able to do?

Dr. Attia says, it is possible to be vital in old age. BUT STARTING NOW IS CRITICAL AND HE RECOMMENDS SOONER RATHER THAN LATER.

The other part of the equation is not only physical health, but financial health. Being prepared for financial need is hard to do when we are IN the emergency! JUST LIKE OUR HEALTH, It is vital to start NOW and be ready when unexpected financial need occurs. Impact happens.

I'll talk more later about Arbonne's healthy tools to keep you vital and the affordable business - because both help to keep us happy, flexible and independent!

Slide Two: SAD Eating

The USDA's food pyramid was developed in 1992 but is out of date. Current science reveals that the 6-11 recommended daily grains have left us with high rates of body fat but deficient in muscle. Today's science has literally upended the pyramid saying we need more protein, good fats and vegetables and far less "bread, cereal, rice and pasta."



Slide Three: High Body Fat and Deficient Muscle

Why? We must consume essential fats (good fats) and amino acids (good proteins), but despite the recommended 6-11 daily carbohydrate servings there are

High Body Fat and Deficient Muscle

The result of a diet heavily weighted with sugars and grains, is known to sap energy, diminish the immune system and impact our neurological system - think brain fog, anxious and even depressed.



no **essential** carbohydrates.

Here are some quick facts recognized by leading physicians:

Today estimates are 50 to 70 percent of Americans cannot process sugars, carbohydrates and grains.

According to Dr. Garbriel Lyon, the average woman consumes 60g of protein daily and men 90g and that's not enough.

Remember the two energy engines in the body: FAT and GLUCOSE? We now know the key to healthy metabolism is to be able to switch seamlessly from glucose to fat burning, but many of us have only run on glucose, likely from all those grains on the pyramid.

Let's talk about activating the fat burning system - would that be useful?

Slide Four: Insulin Resistance Mark Hyman

The bottomline issue from all the carbs is a condition known as **INSULIN RESISTANCE**: Sugars and grain trigger the hormone Insulin.

Insulin is the hormone that controls the delivery of nutrition and energy to cells across the body.

Consuming sugars and grains, frequently snacking, triggers insulin to continuously circulate in the blood. The pyramid has left only 1 person in 10 with a healthy metabolic system, or said another way a whopping 9 out of 10 people lack daily vitality and are on track for chronic diseases while far too many of us (including children) are tired, anxious and even depressed. Who knew sugar is a depressant! We have come a long way. Americans in the 1950s ate 2lbs of sugar and 2lbs of wheat, but today it's 150 lbs of sugar and 150 lbs of wheat per year!! No wonder we are high in body fat and deficient in muscle! We feel unwell.

Slide Five: Solution to Insulin Resistance?

It is simple to turn on your fat burning engine! Let's talk about the right measure of fat, to protein, to carbs - we just basically upend the pyramid. More fats and protein and less rice, pasta, bread and cereal.

I am going to go slowly here because it took me a



Mark Hyman, M.D.
@drmarkhyman

The truth is, most chronic diseases (diabetes, cancer, heart disease, and kidney disease) are rooted in insulin resistance— even Alzheimer's is now being called "type 3 diabetes."

What's the primary driver behind insulin resistance? A diet abundant in quickly absorbed sugars and carbohydrates (bread, pasta, rice, potatoes, etc.) that continuously spike your glucose.



Solution to Insulin Resistance?

Turn on your body's fat burning engine!
No Sugars, No Grains, Nothing after Dinner!
Fast from dinner to breakfast and stop eating 3 hours before bedtime.



while to wrap my head around fat burning; Who knew there were two energy engines? One uses fat and the other sugar – think of it like one is diesel and the other a gas engine. The body turns grains, sugars (think fruits too) and even proteins into sugars for energy. Despite what we have heard, fats are good for us and are a great energy source that don't trigger insulin.

Think about energy efficiency: Your sugar burning engine must be fed every 4-6 hours, but the fat burning engine can go much longer between meals giving the body time to restore and heal. A fat burning eating window easily goes from dinner to breakfast and beyond.

It is possible to burn fats for energy and use up the reserves (think those fat stores in all the wrong places - around our waists, bum, arms, thighs, etc.).

Who here has cravings? Who from one meal is thinking about the next meal? Fat burning replaces cravings with simple hunger and diminishes hunger pangs. Over time you may consider extending the time between meals to what Dr. Mindy Pelz in her book "Fast Like a Girl" calls "therapeutic" fasts from 12 to 24 hours and beyond.

Slide Six: Getting Started!

Over the next **2 weeks** let's work to eliminate sugars and grains but increase eating healthy protein and good fats.

Keep daily net carbs at 20g (this works to shift your metabolism to fat burning). Check google to get carb counts on your favorite foods.

Eat whole foods (one ingredient -think broccoli), eliminate processed foods and processed oils like canola, cottonseed, etc.

No chips, limit snacks and remember nuts and nut milks are carby.

Make good fats that include coconut oil, lard, butter, olive oil - 50% of your calories.

NOTHING AFTER DINNER UNTIL BREAKFAST - 12-18 hours later.

Do you eat after dinner?

<https://drmindypelz.com/ketogenic-dos-donts/>

Easing into carb counting with Pelz

Getting Started !

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No chips, limit snacks and remember nuts are carby.
Make good fats coconut oil, lard, butter, olive oil - 50% of your calories.
NOTHING AFTER DINNER UNTIL BREAKFAST - 15-17 hours later.



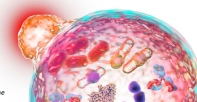
Slide Seven: Autophagy, Built-in Body Cleansing

Autophagy: Built in Body Cleansing

Autophagy Occurs After 17-70 Hours Fasting and Promotes Longevity

- Benefits nervous system through growth of brain and nerve cells
- Enhances overall neuroplasty
- Builds immune system
- Improves heart and metabolism
- Regulates mitochondrial function
- Stabilizes DNA

Yoshinori Ohsumi, a Japanese cell biologist, was awarded the



Who knows about autophagy?

I didn't

Autophagy is the body's embedded cellular recycling system! It was discovered by Yoshinori Ohsumi in 2016. Autophagy is how cells recycle their components and dispose of cellular wastes, a process known as autophagy, a Greek term for "self-eating."

Autophagy is a hidden gem: It occurs After 17-70 Hours Fasting and Promotes Longevity and:

- Benefits nervous system through growth of brain and nerve cells
- Enhances overall neuroplasty
- Builds immune system
- Improves heart and metabolism
- Regulates mitochondrial function
- Stabilizes DNA

<https://www.youtube.com/watch?v=0sC3cL2310k>

Slide Eight: Daily supplements for Fat Burning-Muscle building Nutritional Support

There is a comprehensive bundle of 3 products to help UP your protein intake while controlling your carb intake: 1) Arbonne's low carb pea protein is gluten-free and non-GMO and is a great addition to other high quality proteins and like grass-fed beef, wild caught seafood, and free range chicken. Dr. Lyon says muscle is literally life - you get it two ways, resistance exercise and/or high quality proteins in your diet. Arbonne is affordable and absorbable.

2) **Why a Probiotic?** Because our guts have road rash!

Since 1995, our crops - including wheat -have been sprayed with herbicides and the wide use of antibiotics can destabilize the gut biome. The gut is 80% of our immune

Tools: Fat-Burning & Muscle Building



Because we don't get enough high quality protein.
30 Servings



Because after nearly 30 years of GMO, our guts have road rash!
30 Servings



Because only 9% of us get the RDA of vegetables! Low Carb Vegetables and Fruit!
30 Servings

Protein+ Greens+Probiotic (Think Monthly Reorder)
PC \$163.20 IC \$132.60

system and where our all important “feel good” responders are produced.

Then 3) Do you get your fruits and veggies in an absorbable supplement for just 5 carbs? We recommend Arbonne’s daily greens and fruits because only 9% of us get the Recommended Daily Allowance of vegetables! 30 Servings

*Ask me where you can go to get support material

These products can be bundled together and when you order them as a bundle you can get great savings! I have a sheet I can give you with details.

Slide Nine: Arbonne - In and On - Say No to Toxins

What Petter knew is that post WWII, toxins entered our lives and the environment. What does the body do with toxins (poisons)?

Here is how that works: I don’t know if you have ever been to Italy, for example, but people go and eat pasta, eat bread, drink wine and come back and they are 3 pounds lighter! If they had eaten the same diet here in the States, they would be 10 pounds heavier. What’s the difference?

Scientists have labeled the harmful additives and ingredients permitted into our foods and personal care products as “Obesogens.” Yes! When presented with toxins, the body actually creates fat cells (think bubble wrap) to wrap up the toxins to prevent them from getting to vital organs and systems.

That is why I am proud of Arbonne’s philosophy not to add to the body’s toxic burden by the daily use of personal care products. Arbonne products minimize exposure to toxins and the healthy living nutrition program helps to remove toxins.

For this reason, I would like to recommend you make clean personal care and skincare products part of your daily regimen.

Here is a checklist for you: * (*Arbonnize Your Home sheet as a take home*)

Remember Arbonne is a global leader in clean products with 2000 less toxic and harmful ingredients. Make it easy on your body by using clean products for your family and house!

*Hold up “Fast Like a Girl” read - get this book and join us! Arbonne has cracked the code on metabolic health, better sleep and energy, and looking and feeling our best from the inside out!

3 Ways to Win with Arbonne:

*Hand out sheets with packages.

*Hand out Arbonnize Your Home Sheet.

Did you enjoy this time together? I know I did. Now I'd like to finish with 3 simple ways to step into Arbonne's wonderful way of clean & healthy living -

1. First and best is - I'd like to recommend that you consider becoming an **Independent Consultant** like me. For a one time \$99 startup fee you can start your Arbonne business and:
 - shop from the comfort of your home at Arbonne's deepest 35-50% discount,
 - You get a back office (website, ordering department, business tracking;
 - All the latest marketing tools and;
 - Free training to launch you .

There are more perks, like tax advantages. I'd be happy to talk with you to answer questions about how to get started. We have a simple, easy system that WORKS and I am here to help you succeed! Finally, I love having an impact on the lives of others as I build my business.

2. The second option is to become a **Preferred Client** (Discount Shopper - think Costco membership). For \$29 you get a 20-40% discount with no minimum monthly orders! Order when you like and with orders of a minimum amount you get free shipping and a free 8full size product. The best part with this option is shopping from the comfort of your own home and your order comes directly to your door. Again NO MONTHLY Minimum Orders.
3. Now the last option is you can purchase Arbonne products at full retail, but my motto is friends don't let friends pay retail and neither will I. At this point we are all friends.

Arbonne wants you to be thrilled with your purchase and gives a 90 day money back guarantee on your purchase. So let's say you use all of the protein and decide you aren't satisfied, Arbonne will refund your money within 90 days. So there isn't any risk in trying Arbonne's pure safe and beneficial products.

We are here to answer any and all questions, please enjoy the snacks *(Offer if you want- not required) fellowship and now let's get to experiencing the products.

I know for me, trying the products was the most important way for me to decide what I wanted to do and how I wanted to partner with Arbonne.

Take a look at the handouts I have given out. When I first heard of Arbonne and understood that I could One Stop Shop for all the products I needed to outfit my home and that actually work, I never looked back.

*show Arbonnize your home sheet

Again, please ask questions, and I want to meet with each of you so who has to leave first? take a look at the smart purchasing packages - but of course you can also shop A La Carte picking a product you would like to try. .