**Arbonne Workshop Script**

**Check List**

* 30 Days to Healthy Living Pack
* Re9 Anti-Aging Face Pack
* Your 3 faves: Cellular Renewal, Makeup Primer & Sleep Spray
* Seasource Salt Scrub and FC5 Hand Lotion (to put by the sink)
* Gifts (Lip Saver)
* Deal/No Deal booking game tins
* Chocolates or fit chews for question game
* Dixie cups for sampling
* Opportunity Packets
* Client Profile Sheets, Order forms, Most Popular Packages
* Host Flyer
* Pens, Catalogs, Open Dates, Calculator

**Before Party**

* Set-up your product table, close sheets
* Set up check out station (order forms, pen, calculator, curiosity packets, open dates, catalog)
* Get to know host
* Greet each guest
* Have them sample protein shake, protein balls & fizz
* Seasource Salt Scrub and FC5 Hand Lotion
* Connect with each guest at the sink, don’t talk about Arbonne at this time; Ask questions – find commonality, what they do, kids, etc.
* Give each guest a wellness/client profile sheet on clip board and pen to fill out after scrub. And Tin for Deal or No Deal

**Presentation**

Hi Everyone! Thank you for coming! And thank you \_\_\_\_\_\_\_\_\_\_\_\_\_\_ for hosting this demo! My business depends on word of mouth so I truly appreciate your support! This is just a small thank you for inviting your friends here today/tonight! I love to spoil my hostess so if any of you ever want some free product let me know and we can chat later.

So I’m guessing that most of you here haven’t ever imagined owning your own business much less going around selling makeup in people’s living rooms. Am I right!? Well, I have been in your shoes many, many, many, countless times as well because I’m a homepartyaholic when it comes to shopping, but not so much the selling. So, let me see has anyone here ever considered a job in network marketing? Raise you hands if you have. (Excellent we will have to talk later)

Well I don’t want to shock you, but you are already working in network marketing…just not getting paid for it. For example when you find a new restaurant you just love and you go tell your friends about it and they go eat there you just made that restaurant money. And those friends will most likely go tell their friends and so on. This goes for everything from sending your friends to a great sale you spotted, to classes you sign your kids up for at the community center. You’re making money for businesses left and right without even realizing it!

So to give you guys kind of an idea of how these things happen, I want to tell you a little bit about myself and how I crossed over from home party shopaholic to Arbonne Independent Consultant. I have been a stay at home mom for the past 14 years. This was NEVER my intention. I was raised by ambitious parents that were career driven, and never home. So it never occurred to me ever to stay at home to raise my kids. But then my oldest son, Taylor, began struggling socially, academically, behaviorally and everyone was telling us that he needs a full time stay at home parent. So that’s what I did with the intention of “fixing” the problems and then going right back to work. Then came Max and I still had no intention of being a stay at home mom…this was temporary right? Then came Suki and it was game over for my career.

I am so grateful that I stumbled into being a stay at home mom because I have been able to be present all the time for my kids. I’ve been their for all their firsts, their achievements, their owies, their field trips…everything. But, I do wish I had found Arbonne much much sooner. I would have loved to have had a career this whole time…to have my cake and eat it too! Also, a family of five living on one income is not easy and there have been many sacrifices financially. As soon as I stopped working we stopped saving. So now I’m facing a HUGE problem…how are we going to finance college tuitions and 20+ years of retirement. I plan on living to 106, so I need some savings!

ENTER Ashley and her ARBONNE PRODUCTS! In June I attended one of her demos and sticking to my home party shopaholic ways I was not listening to her at all. I was just looking through the catalog and picking out all the items I wanted to buy. Didn’t take her advice to me about the better way to buy the products to save money. But nevertheless I fell in love with each and every item I purchased that day! I reordered three months later...which was kind of a new concept for me. And then signed up 2 months after that. I signed up more for the products than anything else, but after being trained on the compensation plan and how to grow my business I understood completely that it takes very little to be extremely successful in this business.

We’ll talk more about that later, so keep an open mind and if anything I do tonight intrigues you please let me know cause I’m always looking for people to teach and train! And I’ve been trained by the best, so you can’t lose!

Now let’s play PASS THE GIFT (start with the host)

* *You can’t keep the gift but please no tears, Give it to the one you’ve known the longest amount of years!*
* *Take the gift and look around and give it to someone with eye’s of brown.*
* *Please look around with eye’s discreet and give it to the one with the cutest shoes on their feet.*
* *You can’t keep it you must share, Please pass it to the one with the longest hair*
* *You still have a chance so have no fear, if you are the one with a birthday near.*
* *Now don’t get cross and please don’t fight, but pass it to the person who is fifth on your right!*
* *We should stop now, don’t you agree? The gift is yours to open and see.*

Please ask questions! It’s more fun if it’s interactive.

THE QUESTION GAME – 1 chocolate or fit chew for product questions, 2 for

business questions… whoever has the most at the end will win a prize.

**Arbonne Background**

* Arbonne is a **35 year old** health and wellness company.
* We produce over 450 botanically based products.
* Meaning, we use plant-based ingredients in our formulations as opposed to chemically derived ingredients.
* Our philosophy is “Pure, Safe, and Beneficial” and has been since 1980!
* Vegan Certified- Which means there are no antibiotics, growth hormones, pesticides from animals or animal by-products. I like meat but I don’t really want to slather my face with a steak
* PETA certified- meaning cruelty free (Ex: Rendering Plant- Boil down and skim off the thin fatter layer that rises to the top. The #1 purchases of this by-product is the U.S. cosmetic and skin care industry! Disgusting and harmful to our health!
* No gluten, No dairy, No soy, No GMO’s, No artificial additives, flavors, sugars, or colors (hits home for me and my daughter)
* No chemical dyes or chemical fragrances
* Arbonne is a little town in Switzerland so we are of Swiss heritage: We adhere to European standards. (ex: Clinique in spain vs. here)
* In Europe over 1300 chemicals are banned. **Can you guess how many are banned in the US? The person who is closest wins a prize! (8)** BUT I have to say that’s NOT even banned just recommended against by FDA.
* One of the chemicals that is banned in Europe and is one of the MAIN fillers in the US is: **Mineral Oil**! It is a by-product of crude or petroleum oil! TOXIC! It’s on the national toxicology list. And it’s the #1 most used ingredient in American skincare! AND IT’S TOXIC! I was SHOCKED! You can take the handout with you, so you can check your products at home.
* Another thing that’s banned in Europe is parabens. Arbonne has No parabens! Parabens are the preservative used to create that product shelf life! **What do you guys guess is the average age of a product you buy at the store? From the time it’s made to the time it goes bad? The person who is closest wins a prize! It’s 7-14 years.** Think about it this way it goes from the manufacture- to the wholesaler- to the warehouser- to the advertiser- to the retailer- to you! That’s why there has got to be persevatives on the retail side of things.
* Arbonne doesn’t need preservatives! Thank goodness cause it’s been known that 99% of cancer tumors have parabens in them.
* Why does this matter? Because ANYTHING you put on your body is absorbed into your skin within 26 seconds. I never really thought about it but if you think about the nicotine patch and birth control patch they put it on your skin cause it goes directly into your blood stream. So that’s really why I’m into Vegan/Chemically free skincare. I was such a naive consumer until Arbonne. I actually looked for products that contained mineral oil because “mineral” just sounds so healthy. And what about baby oil? How can a word like “baby” mean something bad!? Anyway, the great thing about Arbonne is that you know all of the products are safe and I don’t have to worry for a second about what is going in or on my family’s bodies. And that alone is worth every penny.

Now let’s look at the products

**Nutrition Line**

**Protein**

* 20 Grams of vegan protein (cranberries, yellow peas, brown rice)
* No whey, soy or gluten ( whey is a cheap by product of cheese that is difficult for the majority of people to digest- bloated)
* Use as a meal replacement shake by pairing w/ fiber, + healthy fat, (low glycemic) carb, (1/4 cup of any fruit with the word berry in it or green sour apple) & some greens or as recovery for post workout

• I love it because it’s quick, easy, and tastes so good & I get all my nutrients.

**Daily Fiber Boost**

* Fiber helps you feel full longer, lowers cholesterol, and helps process sugar.
* Ours is Odorless and tasteless. I put it in my shake every day
* 12 grams per serving
* If people simple consumed adequate fiber daily for one year they would drop 9 lbs in that year!
* I love it because I know I don’t get enough fiber and I can put it in anything.

**Energy Fizz Sticks – Pomegranate or Citrus**

* Replacement for coffee, soda, or sports drinks
* Gives you calm energy and helps to curb your appetite.
* Boosts metabolism and helps eliminate water retention
* LOTS of B vitamins, antioxidants & green tea
* I love them because they give a boost of energy without making me jittery.

**Body Cleanse:**

* Pour this pouch into 32 oz of water. This is a gentle and mild cleanse packed with over 30 high-quality ingredients to cleanse your blood, liver, kidneys, and colon.
* NOT a starvation cleanse
* Helps make our body more alkaline (defense against disease)
* I love it because it gives me a flat tummy.

**Digestion Plus – Probiotic, Prebiotic & Digestion Enzyme**

* Refrigerated probiotics and yogurts will NOT survive your stomach acid
* Ours is a PREbiotic & PRObiotic and will make sure it gets to your gut where it can do the work it needs to!
* The Prebiotic strengthens probiotic to make it through to stomach and allow for optimal absorption of nutrients.
* It also has 11 Digestive Enzymes that break down food

• I love it because it’s easy – no refrigerating and I can take it anywhere and works instantly for me.

**Detox Tea**

* Seven herbs that any naturopath would agree support kidneys and liver health - the two main organs involved in detox.
* It can also help prevent water retention
* I love it because it’s caffeine free, soothing/relaxing AND tastes good

**OTHER ESSENTIALS PRODUCTS**

**ThermoBooster**

* Helps support Thermogenesis which is the production of body heat.
* The key ingredients are a green coffee bean extract and Green Tea.
* Helps promote lean muscle mass.

**Full Control Dietary Supplement**

* Full Control contains the soluble fiber glucomannan which expands when mixed with water to help you feel full
* Other health benefits: helps support blood sugar & cholesterol levels & supports healthy bones

• I love it because it keeps me from wandering in the pantry.

**Greens Balance**

* We all need to have our veggies! One scoop is a full serving
* This product can be added once daily to your protein shake, to water or your fizzing beverage stick.

• Vegan, Organic, Dehydrated Rainbow of all your veggies! Yellows, reds, greens!

**30 Days to Healthy Living & Beyond Program**

* You can use our products to support a healthy lifestyle or we have an incredible 30 Day Healthy Living Program
* If you decide to do a full Healthy Living Program – you will receive resources including a full description of the program, a cheat sheet, recipes, shopping lists, access to an online support group, a personal coach, and support products for optimal results!

I have more energy than every before and I don’t need to take medicine to get through the day when I catch a cold.

**The Full Healthy Living Program will help you to eliminate:**

* Unwanted pounds
* Foggy thinking, poor memory, bouts of depression or mood swings
* Dry wrinkled skin, dark circles under your eyes, and acne
* Digestive system irregularities, fatigue, aches & pains or stiffness
* Sugar or salt cravings
* Helps to uncover food sensitivities

**RE9 Advanced Skincare**

* We’ve talked inner health, now let’s discuss your OUTER BEAUTY!
* Did you know we age our skin 14 days for every evening we sleep in our makeup!
* The products are concentrated and will last approximately 4-6 months
* Significant results in as little as 24 hour results
* All products in the SET are designed to work TOGETHER (this is key when for any line & when evaluating price)
* Dr. Peter says: “Re9 stands for REBUILD, REPAIR AND REJUVINATE. We use Vitamin and Plant Acid Therapy that commands the skin to behave the way it did when we were young, and helps restore the CELL MEMORY as we age.
* RE9 competes with products that are sold at a medical level.
* With RE9, the benefits are long term not temporary. In fact, long term your results increase.
* Pick an ‘Arbonne Hand’. Easy to use - a pea size or 1 pump is all you need
* It may look overwhelming but I promise it only takes just takes a couple of minutes in daily routine:

**PRODUCT STEPS – pass around products to apply on back of hand**

**Smoothing Facial Cleanser ( Feel free to try this at the sink after I’m done with the presentation)**

* Cleans/hydrates w/o stripping your skin, not good to feel “squeaky clean.”
* Even removes water proof mascara

**Regenerating Toner**

* REFINE PORES & FINE-LINES and to bring the skin back to the proper pH, restore acid mantle (so it’s not too oily or too dry!)
* SUPER Antioxidant rich, NO alcohol or acetone – quick spritz no cotton ball!

**Intensive Renewal Serum**

Liquid Gold of the Line!

* This is the work horse – like vitamins for your skin!
* Increases cell turnover rate (this gives you that “Arbonne Glow”)
* Powerful blend of collagen supporting ingredients that helps to diminish lines wrinkles and acne scars.
* Goes 4 layers deep. Helps bring up gunk-has a tiny bit of salicylic acid

**Corrective Eye Crème**

(Apply on one eye, tell guests to use the ring finger)

* Moisturizes, reduces appearance of dark circles, reduces puffiness
* Protects and repairs delicate tissue around the eyes. Thickens and lightens

**Restorative Day Crème**

* This is your skins protector for the day. Contains an SPF of 20.
* We have two options, extra moisture and regular
* Supports collagen, hydrates, & nourishes

**Night Crème**

* Nourishes, strengthens, firms and encourages cell recovery while you sleep.
* The Corrector! Repairs damage done to ourskin throughout the day.
* Like a magic eraser for all skin issues (acne, dark spots, wrinkles)
* I love it because my skin feels plumper more elasticity!

**Genius**

* Arbonne is first to introduce a plant-based, NON-CHEMICAL retinoid.
* A SAFE, plant based retinoid product that will save a trip to the dermatologist. Comparable to a chemical peel, microdermabrasion or Retin-A type product without the harshness on your skin or the down time.
* For men and women ages 12 and older.

**My TOP Favorite Products:**

* MAKEUP PRIMER: Fills in wrinkles and pores, gives you a smooth surface. Airbrushed look
* Digestive health products: detox tea, fiber boost, digestion plus pre/probiotics, energy fizz sticks
* Genius

**Ways to Win and Get the Best Deal with Arbonne:**

1. **PREFERRED CLIENT:**

* $20 to become a PC. Get 20-50% off all your product purchases all year!
* $20 sign-up waived at $250 or more! At $150 order value pick a free gift up to $50!
* ASVP Packages are the BEST DEAL!! Anti-Aging with Genius or Healthy Living Package at 46% OFF (Plus free $50 Gift!)

2. **SAVE or you can EARN by becoming a CONSULTANT.**

Arbonne can be:

* extra spending money or it can replace a 6-figure income
* car payment or mortgage payment
* kids sports or private school, supplementing retirement, a free vacation,
* getting out of debt, going through college without graduating in debt,
* getting out of a job you dislike, maybe you need some tax write-offs

What I love most about Arbonne is how simple it is. There are only 4 levels and you get to decide which one is the right fit for what you are looking for in your life. I’m going to hand it off to Ashley to explain the compensation plan really quickly before we get to do some shopping!

I am a very **visual person** so if you **flip over your clip board** on the back you’ll find our compensation summary so you can really see what you can expect to earn. Like I said before, I teach and train people who want to make a couple hundred dollars a month and people who want to make several thousand dollars a month. This business can be supplemental income or a replacement income.

**Discuss the Compensation plan**

* **Consultants** As a brand new consultant just getting started, you can expect to earn between $50-$500 a month.
* **District Managers** earn about a “car payment” between $500 and $1,500 a month. On average 1-3 months to promote. Took me 11 days. Now I’m not saying this to impress you – I’m saying this so you know that with Arbonne you set the pace! For most people if they opened their bank account at the end of the month and saw an extra $1000 in there... that would make a big difference and that's really not hard to do with this business.
* **Area Managers** earn the equivalent of a “good house payment” between $1,200 and $4,500 a month. Average time to promote is 5-10 months. Took me 58 Days.
* **Regional VP**’s earn b/t $5,000 and $14,000 a month + $800 Benz Bonus. Average time to promote is 1-3 years. I’m currently working on this promotion!
* **National VP’s** earn an average of $22,000 a month + $1000 Benz bonus. Average time to promote 3-5 years. Pretty life changing!!!
* We have doctors, teachers, lawyers, stay-at-home moms, men, personal trainers, CPA's, and people of all ages doing this business and being successful and I always say "If I can do this business, anyone can do it."
* So if anytime tonight you thought maybe I can do this business or you felt that little tug... let me know and I can send you home with some more information so you can decide if it's a fit for you. We can always talk more too.

**Does anyone have any questions now before we move on to one last game??**

**Booking Game Example**

**Deal or No Deal**

* Ok before we get to passing out catalogs to let you guys shop I have one game to play with you guys. It’s called Deal or no Deal. Have you heard of it? Well tonight I'm Howie but with long hair! And instead of briefcases with money, you have tins with prizes.
* The best deal we can give anyone is by getting a few friends together for a fun afternoon or evening of pampering and sampling the products.

* The typical show is 3-7 people, so it doesn’t take an army. If you have a friend, a family member, and a neighbor... you’ve got a show!
* **DEAL is**: “Yes I want to get a few friends together and you get to open up your tin and find out what’s inside”.
* **NO DEAL**: “No thanks, no explanation, just hand your tin back... but you don’t get to peek at what you’re missing out on”.
* What is inside? It could either be a box of Energy Fizz or maybe a box of our Detox Tea, I change them out regularly but you will get your FREE product the day of your booked workshop, that you have to book today.

**Finish Up:**

* I hope everyone has learned something tonight and had a fun time with your friends over wine and wellness!!!!
* At this time feel free to look at the catalog as well as the most popular packages form. These packages give you the most bang for your buck!
* (Hand out catalogs, order forms and package deals. POINT OUT THE ASVP PACKAGES AGAIN and how they are the best deal.)
* “Now I am going to be helping each of you individually in the next room because we all have different needs, budgets and questions.”
* Is there someone that needs to get going first, maybe you have a babysitter or are on a tight schedule? So I will help you first so that you can get going.
* Leave room for a minute (go to the bathroom) and come back and ask who is ready.

**At the checkout:**

* Go over client card, take order, upsell to packages or at a minimum $150 PC order.
* Pencil in a date for a show if they played booking game.
* **Schedule:** I am booking out for the next 10 days to 2 weeks, typically I find when people book earlier their guests usually know what they are doing. I find that my hosts have much more success with a sooner booking.
* Ask EACH person: \_\_\_\_\_\_\_ have you ever given any thought to having a business like this? I think you would be great! You were so (insert genuine compliment). Overcome objections using the feel, felt found technique
* “If I sent you a call to learn more, would you listen to it?”. If yes, when would you listen? Then schedule coffee.
* Talk to hostess about becoming a consultant and that she has a built in network and can earn income from show. Use same verbiage as above. Get hostess order and set up coffee appointment with her.