

What To Bring:

- RE9 Advanced set in gold bag + 2 – 3 gold chargers (Hobby Lobby)
- Awaken Sea Salt Scrub (store in Ziplock bag)
- Hand towels for after scrub (I use white wash cloths from Costco.)
- Basket of your favorite products (variety of lines, no more than 5 - *recommend Arbonne Essentials + Primer)
- Primer (should be one of your “favorites”)
- Foundation Selector Samples
- 1 tin for each person to play Deal or No Deal Game (cut pictures of the gift from the catalog to put in tin)
**Note: They receive their gift at their presentation.
- OR laminated \$50 bills to play Deal or No Deal with \$50 free item!
- Before and After BOOK
- Laminated “3 Tiers of Skin Care”
- Catalogs, Pens, Calculator, Client Profile Sheets, Clip Boards (optional), Applications and Order Forms
- Chocolates for Question Game
- Samples/Minis to use as gifts for guests that bring a friend, arrive on time, ask questions/win chocolate game (no RE9 samples or you will have zero sales)
- OpportunityPackets/Hostess Packets
- What to put on the clipboard (make 8 copies of each of these):
 - Client Profile Card
 - Order Form
 - Laminated Marketplace Comparison/Most Popular Packages (front and back)
 - Laminated Arbonize Your Home

There are 10 key sections to every group presentation:

1. Get to know them. (Sea Salt Scrub/Client Profile Cards)
2. Tell them what to expect.
3. Tell my WHY and show Arbonne Opportunity DVD.
4. The Arbonne Difference (includes 3 tiers of global skin care)
5. SHARE THE PRODUCTS (Skin care/Cosmetics/Healthy Living)
 - a. Share Before and After book
 - b. Share Marketplace Comparison
6. Share 3 Ways to Win
 - a. Client
 - b. Preferred Client – share Most Popular Packages
 - c. Consultant – share Income Averages and Paint Vision
7. Deal or No Deal –share Hostess benefits!
8. Ways to save BIG - review packages.
9. Distribute catalogs/Meet with each guest individually
10. Spend time closing the host.

******* Your story (the biz part of the presentation ... some at the beginning and some at the end) should be at least half of the presentation. (Make them laugh, be passionate.) The other half is about what makes our products different. If you HAVE FUN, they will HAVE FUN! Don't be a “Boring Betty!”**

Arbonne Skin Care Group Presentation Script

1. Get to know them.

As guests arrive, invite them to the sink and scrub JUST ONE hand with Awaken Sea Salt Scrub. Tell them you'll make the other hand pretty later. Get to know them while doing this - ask them what they do, how they know the host, etc. Build rapport! You are not trying to sell sea salt scrub here - you are pampering and finding out about them. Give them a client profile sheet to fill out, tell them to grab snacks, take a seat & we'll get started shortly.

2. Tell them what to expect.

Thank Hostess and Introduce yourself. Say something like: *My name is _____ and I want to thank _____ for opening up her home to all of us tonight! Here is a gift for _____ as a thank you for inviting me to come and share with you all!! I am so excited to be here to share Arbonne with you tonight! I honestly believe there has never been a more exciting time to share our products and opportunity with you ... so hold on ... I have some exciting things to share tonight!! I am going to let you sample some of the best products you can find from Switzerland... whether you are looking for fabulous baby products or amazing anti-aging products, Arbonne's got you covered from the basket to the casket! (You want to get them laughing from the beginning!) We've got something for everyone! AND I will show you how to get everything I share tonight at a discount...from 20% off up to 80% off! So sit back and relax – get ready to have some fun!*

Tonight I'm going to: 1. tell you a little about myself, 2. tell you a little about Arbonne and what makes us different 3. let you try the products 4. And tell you how you can get these products on sale ... without any coupons! We are here to relax and enjoy ... so please feel free to jump in with questions etc. I truly hope you will learn something new tonight!

(Optional Chocolate Game)

Before I get started, I love getting questions because then I know I'm giving you information that you care about. So, for every question that one of you asks, I will throw you a chocolate. For every question about the business, you will get 2 chocolates. At the end of my presentation, the person with the most chocolates, (or wrappers – ha-ha), will win a prize. (Prize can be a mini hand cream)

“So who has been to an Arbonne skin care class?”

“Who has used Arbonne products before?” (If small group, I ask “what have you used?”)

I like to have everyone introduce themselves, and tell us if you could wave a magic wand regarding your skin or your health, what would you wish for? (If it is a launch, instead I have everyone tell why they believe that _____ will be successful in Arbonne.)

OR ask one of these questions:

- If time and money were no object, how would you spend the next week?*
- What would you do with an extra \$5000 per month?*

3. Tell my WHY and show Arbonne Opportunity DVD.

*Let's start by talking a little bit about Arbonne – and what this 31 year old company is all about. The products will change your skin and your health, but the business can **change** your life! You can earn a Mercedes Benz, trips around the world, a 6-figure income....and you can do it all from home. I love to show this DVD because you get to hear from those who have committed and built their businesses, and they are just like you and me ... take a peek:*

*******PLAY THE OPPORTUNITY VIDEO HERE. If you don't have the video, spend about 4-5 minutes talking about your story:** how you were introduced to Arbonne and include your compelling WHY story. Make it personal - you want to show them how Arbonne= their dreams. Let them know you are currently expanding your team and are looking for people you can teach and train to do what you do. Remember to talk about: discount, time leveraging, trips, tax advantages, white Mercedes.

****If you are just starting and don't have a story to tell, you could introduce your upline, and show their EOA.**

After showing the DVD, spend a few minutes sharing your why ... not too long! Just something powerful ... talk about who you are following and why.

Example: *"I have been with Arbonne for nearly 4 years, and when I was sitting where you are sitting tonight, I wondered what in the world my sister-in-law, Marcie was so darn excited about! Now I am blessed to know ... not only have I watched being a part of Arbonne transform her life, and keep her home with her children, I have also watched it transform my own and that of many on our teams. I have replaced the corporate income I once made in management with Hallmark Cards ... and I decide when I work and with whom. When I began this business, I had no idea how much I was going to need it ... and LOVE it ... but God knew! It has been an answered prayer ... both personally and financially. But the best part is really not about me ... the best part is that I am blessed to share this opportunity with others and have the privilege to help them go for their dreams too ... to expect more out of each day! So many people have told me that they have forgotten how to dream ... I help them remember how to do that again! I help them find their greatness! I truly believe I have the best of both worlds as a Mommy, and I just have to share that with you tonight before we begin to try these luxurious goods!!"*

4. The Arbonne Difference

SO ... I know you're all looking at these orange, anti-aging bottles....thinking: How are these products different from what I have at my sink....or what I have stashed under my sink in my "cosmetic graveyard!" (Let's be honest – we all have one!) Well let me tell you a little bit about what makes Arbonne so different!

Our products are herbal and botanically formulated under the guiding principles of pure, safe and beneficial.

Pure & Safe refer to our ingredients and Beneficial refers to the results that people experience when using Arbonne products. Our products must benefit you in some way! Even our eye shadows have cucumber extracts ... which serve as anti-inflammatory ingredients!

Our entire product line is pH correct, hypoallergenic, tested by dermatologists.

Arbonne does not use chemical fragrances and dyes (the #1 cause of irritation to skin), and we don't use parabens to preserve our products. We also don't use any animal products or by-products. Trust me, that last one you want to remember. (Can share here that the average woman consumes 2 – 3 lbs. of lipstick in a year! Always gets laugh!) Over 90% of personal care products have animal by-products in them, potentially exposing you to steroids and hormones that were given to the animals.

*One of the biggest differences between our products and others you find at drug and department stores is that we don't use any petroleum-based ingredients like **mineral oil**. It's an occlusive oil that interferes with the main function of your skin which is to take in nutrients and eliminate toxins. It's like putting a layer of saran wrap on your skin, so that even if a product has all of the antioxidants and wonderful ingredients our skin craves, it doesn't do any good if the mineral oil is keeping those ingredients from absorbing into your skin! Mineral oil is included in nearly all American formulated skin care products.*

Share the "3 Tiers of Skin Care" here. I laminate this and hold it up and show it to them. Pass it if they ask.

There are 3 general categories in skincare:

Economy – mostly found in drug stores and some network marketing companies. American formulated so lower standards in ingredients and testing. Share some of these brands.

Premium - typically your department store brands, French formulated so higher standards in ingredients and testing.

Ultra-Premium -traditionally found in high-end spas and physician offices, almost always Swiss formulated. Since botanicals are a natural resource and cannot be manufactured, they can be very costly. That is why most Ultra-Premium brands have a very high price point. Typically these are reserved for the uber-wealthy! I can't pronounce nor have I purchased these lines ... but I know they are superior to the other tiers!

Arbonne fits in the Ultra-Premium category and is affordable because of the way we distribute our products (we cut out the middlemen ... WE are the advertising budget!). Arbonne products are extremely affordable, given the high quality of ingredients and technology. What's most exciting is that these products really do deliver results as they penetrate to the dermis ... the deepest layer of our skin.

5. SHARE the Products – Re9 Advanced!

- *Our awesome anti-aging system is made up of seven products, six steps. **What I love is it takes less than 2 minutes to use these products** – and we're going to try them right now, to prove it to you! You CAN slow down the aging process by taking care of your skin. This line is all about **reverse, repair and prevention**, and it's never too soon - or too late to start! After all, the care we give our skin is responsible for 90% of the damage to our skin. But that's where this line comes in – it will stimulate collagen growth and aid in the production of elastin. Just know that if you are not happy with your skin, the visible signs of aging CAN be reversed with the right products!*
- *There are NINE KEY ANTI-AGING INGREDIENTS that are VASTLY SUPERIOR in this line! NINE!!! Most lines have 1 – 3 key anti aging ingredients.*
- *In addition to these 9 elements, there are 8 key botanicals that are just as phenomenal. It is the combination of all of these ingredients, along with their delivery systems, that gives us an incredible gift!*
- *BIG thing that happens to our skin as we age – collagen production slows down. This line helps speed up your skin's production of collagen. This is ideal! Other products that say they have collagen in them ... that's animal collagen. That is not ideal. You want to ramp up your skin's OWN production of collagen for maximum results!*
- *My initial reaction to multiple steps ... WHAT?!! Now I can do in less than 2 minutes. Cleansing takes the longest ... the rest is super quick!!*
- *Also ... You only need one pump, or a pea size of each product ... so the line should last you 4 – 6 months!*
- *CLINICALLY PROVEN VISIBLE RESULTS in 24 HOURS! WOW!*

So let's walk through the steps. We will apply them to the back of our hand (the hand you didn't scrub at the sink) so that you can see and feel the full effect from just one application! At the end, we will compare our two hands! I have had guests call me the morning after the party to say "oh my goodness ... it still feels so different!"

(I am including my favorite points about each step in this script – YOU CHOOSE what to share ... what excites YOU when you share it!):

Cleanser – Do not pass.

- Very GENTLE cleanser.
- If your face feels squeaky clean after you use your soap/current cleanser ... that is not ideal. That means it is stripping away some of the protective barrier that you have on your skin.
- Use morning and night.
- Caters to both dry and oily skin.
- Removes water resistant makeup (not waterproof).

Toner – Pass around while I share info.

- I always share that I used to skip this step ... threw it away when I got the free gift from the mall.
- Then I always ask the crowd if they know the purpose of a toner ... almost no one ever knows. (Give them candy if they do!!)
- Restores the skin to its proper pH. This is very important. Water is a pH of 7.0, and your skin's ideal pH is 5.5. When your pH is at its optimal level, your later steps, including moisturizers, will more fully absorb and be more effective. pH balance of the skin = strength and resiliency
- Toner is a pore minimizer.
- Use morning and night. Spritz on face during the morning, and spray on a cotton ball and apply to face at night. This is like the rinse cycle on a dishwasher ... removes those final traces of makeup.
- Hydration – floods the skin with moisture!

Lift – Pass around.

- Temporary face lift – 6 – 8 hours. We call this our “botox in a bottle”!
- Short term benefits ... offers long term benefits also, but primarily known for short term benefits.
- I often tell the story here about the woman I met at Women of Faith conference who used the Re-9 Advanced on ½ of her face for 30 days. She had a crease across the top of her forehead that was gone on the other side, she had very enlarged pores on one side of her face, and much smaller, smoother looking pores on the other, and her smile lines were significantly decreased on one side. She was the BEST example I have met ... she used the entire line, but told me her fave was the LIFT!
- I always let them know that you only need to use this in the morning ... unless you want to look really good at 3AM! Always gets a laugh!

Serum – Pass around.

- Vitamin cocktail in a bottle!
- I share that I have learned that in any good skin care regimen, the serum is going to be your most potent ... loaded with the most of the valuable ingredients!
- Truly the corrective step, not a moisturizer; preventative for those being proactive.
- This is for all of you sun goddesses!
- This is the exfoliating product in the daily RE9 Advanced line. Use morning and night.
 - Aids in smoother texture and decongesting clogged pores
- Contains a skin brightening agent for hyperpigmentation (age spots, sun spots, dark shadows, melasma or “mother’s mask”). I usually tell about Revelage line here.
- I share that as we age, our skin cells turn over much, much slower. When we are 6 years old, they turn over every 1 – 2 weeks. When we are 60 years old, they turn over every 45 days or so. So women complain that their skin has a dull finish ... not that youthful glow that they used to have. This is because those skin cells sit there for so long. GOOD NEWS! You can do something about this! The serum helps your skin cells turn over much more rapidly!
- I always share that this one is my favorite and when I run out of this one, I definitely notice! Tell that it gives you that pregnancy glow!

Eye Crème – Pass around.

- I share that this is a favorite of many! Women do NOT like to run out of this one!
- Emollient eye cream that corrects dryness without clogging the fine pores in the eye tissue.
- Moisturizes the eye tissue, while wearing beautifully under makeup.
- Use on the soft eye tissue, crow’s feet area, brow bone and in the orbital corner of the eyes. Not to be used on the eye lids.
- Helps with puffiness, fine lines, and partially diminishes dark circles.
- Half pump is all you need! Use morning and night.
- Apply with ring finger ... it applies the least amount of pressure. Dab (don’t rub) all around orbital bone!

Day Crème – Pass around.

- Purpose of a day crème: Protector!! Your face is like the windshield of a car – it takes all of the environmental “yuck” all day long ... the sun, free radicals, etc. You must protect it!
- A.A.D (American Association of Dermatologists) recommends at least an SPF of 15 **daily**... Both UVA and UVB! This is SPF 20.
- Key differentiator: 7.3% Zinc!! (over 10% in the liquid makeup), Most day crèmes that have zinc in them as sunscreen have 1 or 2% zinc! We have over 7%! WOW! The next cheapest day crème on the market with over 7% zinc is over \$200!
- Don’t forget the neck, décolleté, and ears!! Use morning only.
- Sunscreen + Moisturizer = suitable for all skin types.
- (If asked ...not water resistant. Use BefoRE Sun Damage Control Sunscreen when in the water.)
- JUST RELEASED – this is the #1 selling product in all of Arbonne!!

Night Crème – Do not pass.

- Purpose of a Night Crème: Corrector!!
- This is where I share that for every night you don't wash your face, you age your skin 7 DAYS!!! YIKES!!
- Why? Pores relax when you sleep. They drink in whatever you have sitting on top of the skin. Then when you wake, the pores contract and whatever is sitting on the skin becomes trapped in the pores. IF that's yesterday's makeup and other bacteria you have been exposed to all day long, that can be bad. What you WANT is that ultimate nourishment on your skin ... so that your pores drink THAT up! Repairs skin while you sleep!
- High levels of the ingredients to correct and nourish the skin.

NEXT I SHARE THE PRIMER ... to me, it is part of the skin care regimen, and I want them to put on the back of their hand just like the Re9 Advanced products.

PRIMER – Have them put on back of hand. Amazing product! Top 5 seller of all 350+ products! Gives you a beautiful, flawless canvas to apply makeup! Pore minimizing and anti-aging benefits too! Feels like VELVET! Share the example of putting it between your thumb and index finger and watch those little lines fill in ... that's what it's doing on your face too!

Age-Defying Neck Cream – Do not pass.

- The skin on the neck and décolleté is thinner and more sensitive. Needs a product specific to this skin.
- An area most women ignore, and then all of a sudden notice aging there!
- Extremely hydrating product ... feels like silk!

Cellular Renewal Masque – Do not pass.

- Papaya and pineapple enzymes have an affinity for dead skin only. Pineapple agents very smoothing ... pineapple pickers often lose their thumb prints because of those smoothing agents.
- Educate your clients on how to use this product properly... it is amazing and should be in everyone's routine! I share Tama's suggestion to pick one night of the week that you always do a scrub and a masque to your skin! Use it with the FC5 New Cell Scrub. This masque is a FAVORITE of many clients!!

Re-9 Advanced Collagen Supplement – Do not pass.

- Those who tested this along with the Re-9 Advanced skin care line experienced results twice as fast!
- Vitamins A, C, D, and E + Coenzyme Q10

Body Firming Crème – Do not pass.

- **Talk about photo in Before and After book when I share this item.**
- More than 2/3 of the participants who tested this product experienced a significant increase in the visible sign of skin firming, elasticity and tone after just 2 hours!
- Joke that people ask if this product comes in buckets!

Pass around Before and After book/photos. This is a good time to share testimonials!

Marketplace Comparison

*Pass out marketplace comparison and ask people to guess how much people would pay for results like the ones in the pictures. Make sure they note the Preferred Client price of Arbonne.

I'm passing out a Marketplace Comparison sheet so you can compare Arbonne's prices with others you might recognize. These are some of the most popular skincare brands. The only one on this list that could be classified as our competition is La Prairie. Almost 4x Arbonne's retail price!

Remember that I said that you can save at least 20% on your products? Take a look at the Arbonne price section and look at the Preferred Client Discount. This is really the price you want to be comparing to everything else. This is the price for Preferred Clients, or people who have paid \$29 in order to get a 20% discount for a year on everything Arbonne sells! This lower price is available to anyone who becomes a Preferred Client!

On the surface it looks like Clinique is less expensive than our RE9 Advanced skincare line, but the truth is, their products only last about 2-3 months, while most of ours last twice that long. This is a true testament to the value of our products. Our products are very concentrated so you only need a small amount. You need to use much less when using a pure product.

Since Arbonne has over 350 products to choose from, I like to share a few of my favorites!!

(quickly show all 4-5 favorite products - **don't spend too much time** here just a quick "why you love it in one sentence") Also, if host has used the products before-hand (and you've let them know you'd ask them to share) have host share their favorites with the group.

I usually share Arbonne Essentials faves ... this is a great teaser time for this line.

Arbonne Essentials - Arbonne offers a 30-day feeling fit Program that will shed unwanted weight and unwanted toxins. Arbonne's nutritional products are unbelievable. Take a look at these before & after pictures.

Our nutritional products are:

- Certified Vegan
- Formulated without saturated fats or trans fats
- Formulated without Gluten or GMO's
- No artificial dyes, flavors or sweeteners

Have you ever wondered why you can plateau in losing weight while still dieting?

It's the toxins! Arbonne's products and our feeling fit program naturally eliminate those toxins so you can continue to lose weight and achieve your goals.

I typically share: Fizzy Tabs, Protein Shakes, Immunity Booster, and Detox Tea.

6. 3 Ways to Win with Arbonne! You can switch, save, or earn!

1. SWITCH - Client – – If you prefer, you can purchase Arbonne's products at retail -the price listed in the catalogue. I promise to take great care of you and tell you about any monthly specials, new product launches, and special events.

2. SAVE - Preferred Client - - If you're like most people and you prefer to buy on sale, for \$29 you can become a preferred client and receive a 20% discount on all your purchases for an entire year. There are no minimums – it's just a discount. At the end of the year you can renew for \$15 and save 20% for another year. I compare this to a Costco membership ... you pay the \$29, and you get the discount for a year! Products ship straight to your door, you can get online at 10PM and reorder your night crème, you'll save 20%, and it will show up on your doorstep in a few days! ALSO ... as a thank you from Arbonne, if you decide to sign up to be a Preferred Client and your first order is \$120 after the discount ... Arbonne will give you ANY single item of your choice for FREE!! They take great care of their preferred clients!

3. EARN – Consultant – If you have watched what I am doing tonight, and you are intrigued by the business opportunity of Arbonne, I strongly encourage you to get more information! You owe it to yourself to make an educated decision!

I have a few more interesting tidbits for you ... you deserve to know why Arbonne is so incredible even beyond the products.

Have you ever recommended a store to a friend and they went and purchased something? Did you get a referral check? How about when that friend sent several other friends who purchased too? Did you get paid for that too???

Think about it...how did you find your favorite store, restaurant, hairstylist, doctor or dentist? I almost guarantee it was from someone who TOLD you about it. Not an advertisement. Network Marketing harnesses the most powerful form of advertisement which is "word-of-mouth" advertising. It's brilliant. It cuts out all of the middle-men who move products in traditional retail stores and pays the people that actually SOLD the product. People do not know about Arbonne products unless someone tells them about Arbonne.

Many people wonder if Network Marketing is a pyramid, and the answer is NO! Absolutely not! First of all, pyramids are illegal. We only get paid when products are sold. In network marketing, you can make as much or as little as you want and it has no bearing on when you've started your business or who your connected to, it has to do with you, your goals and your work ethic. I describe it more like a rectangle ... everyone starts on the bottom and has unlimited potential to climb to the top. There is no ceiling! I love that!

In Arbonne, we do not keep inventory -which I LOVE. Products get shipped directly to our customers. I don't have to keep every shade of lipstick or be the Arbonne delivery lady.

Everyone knows who Warren Buffet is right? He's known as one of the most conservative and successful investors and he fully backs Network marketing. He says it is "an incomparable business opportunity." It must be, because over the last few years, he's purchased several network marketing companies.

Income Averages

On the back of your Client Profile Sheet, write down these 4 numbers: \$200, \$1100, \$4500 and \$16,000. Now, circle the one you would like to make every month working part-time. These are the average monthly incomes of the different management levels in Arbonne.

You may be surprised at the earning potential of this business. I know I was. At the Regional Vice President level, you get to drive the company car – a White Mercedes Benz!

Does your favorite store give you all the perks that Arbonne does?!

There are 2 big questions in most people's minds when they consider earning with Arbonne and I was no different:

1. What will people think?
2. What if I fail?

Instead of focusing on "what if this doesn't work", ask yourself, "what if this DOES work?"

Arbonne has a **proven** track record and a system for success. Can you follow a plan and execute? Then you **can** be successful

So if you think you might like to start earning a nice thank you check from Arbonne, for \$109 you get a 35% discount and the ability to earn those monthly incomes we talked about.

OPTIONAL: (depending on time) So where do you see yourself? How many products are you ALREADY using on a daily basis that could be switched to Arbonne? Take a look at the Arbonnize your home sheet (pass or have on clipboard) and think about the products you currently use in your household. You could SAVE time and money by purchasing online with one-stop shopping delivered to your door and get a discount every time you purchase. You could start to EARN money by telling others about Arbonne and teaching them to buy from their own "Arbonne store".

Less than 6% of American women have even heard of Arbonne. The other 94% are out there, so do you want to be the one who tells them about Arbonne and gets paid for it? We are only in 4 countries currently and have plans to expand all over the world!

If you would like more info, please let me know and I will send a packet of information and upcoming fun opportunities for you to learn! I am going to the top of this company, and I would love to take you with me! I love the quote "Success is measured by the number of people you take with you to the top." Arbonne is built on this very principle!!

My job is to consult with you to find out what meets YOUR needs. On your client profile sheet, circle the number to indicate your choice. Are you A 1(switch), 2(save), 3(earn) or there's a 4th option – 80% off!

7. Deal or No Deal

Think of your favorite store. If they were to offer you an 80% discount if you brought a few friends to that store with you, would you do it? Your favorite store probably isn't going to do that, but Arbonne will! Invite some friends to hear this presentation and you can receive additional products up to 80% off!

Play Deal or No Deal now
(Be EXCITED & ENTHUSIASTIC!)

Okay everybody's heard of or seen deal or no deal on tv right? Pretend that my little tins are big suitcases, except that there's not a million dollars or just a penny in any of these. What IS in here, are great Arbonne products that you would get if you decide to host an Arbonne Get-Together. They range in value from ___ to ___ (make it good!) and you get them ON TOP of the great 80% off hostess benefits at your event.

So, when I come to you, I'm going to say "Deal or no deal". If you say "deal", you get to open your tin and see the gift you will receive at your event. If you say "no deal" that's ok, I'm going to move on to the next person. If at least 2 of you say "deal" (hostess' name) will receive an Awaken Sea Salt Scrub for FREE tonight (optional).

(start with the one the hostess thinks is most-likely to host)

-OR you can hand out laminated \$50 bills, and play the same way ... *Who wants to KEEP their \$50 bill for any free item up to \$50 in value?* I have even offered to double the \$50 bill to the first one who books (use your hostess benefits from their show to make this happen!) This is a nice option because it does not cost you anything ... they are already getting that \$50 free item as part of their hostess benefits ... so you just use this to help you book!

(If no one says deal, you can open up each tin in a fun-loving way to let them know what they missed)

8. Ways to save BIG – review packages. This sheet is laminated on their clip board.

*I love that I get to tell you how you can get the best deal on these products! Did I mention that **Arbonne has a 45-day guarantee?** It takes all the anxiety away from purchasing! **EVEN** with this great policy, they have less than a 1% return rate! People love these products once they begin using them!*

RSVP – The Right Start Value package is our most popular package because it's the best deal. This gets you started with a complete set of skincare plus all my favorites and more. You can get everything we talked about plus more at 50% off today. The I Want It All Package is \$799 in products for ONLY \$350 and you can tailor it to your specific needs

The RE9 Advanced Set package is also a great value. With the member discount, it's less than \$2 a day for your face. Less than a Latte!! You only have one face. You are worth it.

The Wellness package is perfect for someone who wants everything you need to get started on our 30 Day Feeling Fit plan.

The Basics Package is ideal for someone who wants to get started with a few products.

With each of these packages, you get to pick out a FREE item!

If you choose to do the Switch or Save, I am thrilled to have you as a client and will do my best to provide excellent customer service! If you want to Earn, I can help you get your business started.

THANK YOU SO SO MUCH for being here tonight! I appreciate that we are all very busy, and I know you took time out of your schedule to come to _____'s party tonight! I truly hope you learned something, and I will be in the dining room to talk to tonight! I truly hope you learned something, and I will be in the dining room to talk to each of you individually before you leave! I am a deal girl, and I truly want to help you get the best deal for you! Please know that! If you need to leave first, let me know and I will get you taken care of quickly!

9. Distribute catalogs and meet with each guest individually.

This is where the magic happens!! Your work has just begun! LOVE, LOVE, LOVE all over each guest. Review her client profile card and her concerns ... don't just take her order. Make sure she understands the different discounts. If she is concerned about prices and has not already agreed to host, talk to her about hosting again. **YOU MUST ASK.** Give examples of your last hosts and what they earned. Remind her that just 4 or 5 friends makes a great Arbonne party! Again ... **ASK!!** Also ... this is where you **ASK** those hot prospects (you know who they are ... the ones making eye contact, asking questions, smiling) the very important question: "Have you ever thought of doing something like this? You would be amazing!! You are a bundle of energy ... I would love to sit down and share more info with you about it! Would you like to take this packet of info home with you tonight, and we can meet sometime in the next couple days?" You have to ask this question!! **THANK THANK THANK** them for their orders and let them know you will be following up with them soon. If they order an Re9 set, give them stickers to put on their bottles. (You can also send these in a thank you note.)

10. Spend time closing your hostess.

This is super important too! Hostesses are great prospects!! Remember to offer the hostess the PCs and bookings from the night if she would like to start her own business! Love all over her! Review her benefits. Ask her for the name of guests who couldn't come who might be willing to try the products in the comfort of their own homes. Tell her if they order, you will add that to her hostess benefits. Ask her to call them to let them know you'll be calling.

MOST IMPORTANTLY ... HAVE A GOOD TIME!!! IF YOU HAVE FUN, THEY WILL TOO!!! Remember to laugh at yourself ... no one does this PERFECTLY and that is great!! Laugh, have fun, keep sharing!!