

Sip & Sample Event Outline

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| <p>What to bring!</p> | <ul style="list-style-type: none"> • This outline • Fizz sticks (1-2 flavors to sample) • Protein balls (if desired – bring recipe of choice) • Bag of Simply 1 Protein - Bring one shake pre-made in shaker cup that pours easily. Keep in host’s fridge until party starts and shake before serving. Sample recipe: Snickerdoodle - 2 scoops Simply 1 vanilla protein, 1 Tbsp almond butter, 1/8 tsp cinnamon, 8 oz water and ice. Blend at least 30 seconds. • Greens, Digestion, Skin Elixir (Green, Gut, Glow) • Small white dixie cups to sample fizzies and protein • Derm Results set • Anything for display (table runner, chargers, etc) • Gift(s) for Left/Right game (if desired – can be 1-2 fizzies in little bag) • Client profile/order forms on clipboard with pen and/or computer • Catalogs (don’t pass out until end) • Hosting: Small basket with full size products from your “stash” |
| <p>Intro</p> | <p>Thank host(ess) & guests for taking time out of busy schedule to come. Give a gift for hosting and have her share what she loves about Arbonne. OR if launching new IC: Thank everyone for coming to support the new IC with their new business and have him/her share their why (3 min max)</p> <ul style="list-style-type: none"> • ASK GUESTS a question: If you could do one thing to be healthier, what would you do? Examples: more energy, clothes fit better, sleep better, lose bloat • NOTE: DO NOT let guests ramble & NO negativity – if they are, say “I want to hear more about that, so tell me more after!” |
| <p>About me!</p> | <p><i>Share your story – include your why! Make this short! 3 min max</i> <i>Example: I’ll go ahead and start. My name is _____. Before I started working with Arbonne... we needed a little extra in the budget every month. I was...a stressed-out corporate girl...a teacher and I love teaching, but didn’t want to get a summer job just to make ends meet. Then I found Arbonne and loved how I felt after using the products and I love helping people so I had to start sharing with others - it doesn’t even feel like work! Research shows that the average family needs an extra \$5,000 a year this year just to keep their same standard of living as last year. Maybe you’re in a place where you are looking for something different or need to earn extra money! Watch what I do tonight. I am always looking for people to teach and train to do what I do!</i></p> |
| <p>About Arbonne! Read this <u>OR</u> Go to Next Page and Play the LEFT/RIGHT game</p> | <p>Raise your hand if you’ve heard of Arbonne before, used Arbonne products or know someone that’s used Arbonne products. If yes, ask: Ok awesome! Does anyone have anything they absolutely love, like you can live without it??</p> <p>Why Arbonne? It’s different! And, these are just some of the things that make us different!</p> <p>Pure, Safe, Beneficial – every ingredient must align with all 3 of these things!</p> <p>Certified B corporation– This B Corp Certification is a designation that a business equally balances people & planet with profits. To achieve certification,</p> |

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| <p>LEFT/RIGHT GAME</p> | <p>a company must demonstrate high social and environmental performance, meaning we base our decisions on what’s best for the communities where we source our ingredients and consider the environmental impacts. We do what’s best and most sustainable for future generations! There are only 4000-6000 certified B corporations worldwide, so <u>it’s a really big deal to have this certification!</u> We don’t want to just be the best company in the world, we want to be the best company FOR the world!</p> <p>We follow European standards and have a very strict Ingredient Policy. The European Union bans over 1300 different harmful ingredients from being used in their product and the US has banned only 11! At Arbonne we’ve banned over 2000 harmful ingredients, so you can rest assured knowing our ingredients are clean and toxin free, meaning we have no junk in our products – no carcinogens and no hormone disrupting ingredients!</p> <ul style="list-style-type: none"> • No artificial flavors, sweeteners, dyes, or fragrances • No parabens • No mineral oil • No formaldehydes • No Animal byproducts • The list goes on and on of things that we don’t have that are found in everyday products. • In addition, all of our products are certified: • Gluten free • Vegan • Kosher • And, so much more! <p>We are so proud of our products! And, we have something for everyone – nutrition, skincare, makeup, personal care, hair care, deodorant, toothpaste...it’s a one stop shop that’s the “easy” button for clean, non toxic products.</p> <p>THE LEFT/RIGHT GAME - Pass 1- 2 wrapped gifts (1-2 Fizz sticks & tea) depending on your group size.</p> <p>Let’s play a fun ice breaker to tell the Arbonne story super-fast! This is a little story and will explain why I said Arbonne is different. When you hear the word “left” pass the gift to the left and when you hear the word “right” pass it to the right. Whoever is holding the gift when I’m finished gets to take it home!</p> <ul style="list-style-type: none"> • 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 – there are only somewhere between 4,000-6,000 in the world! That’s amazing, RIGHT? 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. |
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- Arbonne’s mission is to help people to flourish through sustainable, healthy living. Our nutrition products are formulated without artificial colors, flavors or sweeteners and are vegan and cruelty free. Everyone wants to look and feel their best, **RIGHT?**
- Our skin is the largest organ of our body. 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 a fast and effective way to get something into your bloodstream. There are many ingredients being used in cosmetics and personal care products that are not **RIGHT** for our overall health, and at Arbonne we ban over 2000 harmful ingredients from being used in our products, whereas the FDA bans less than 13! Unbelievable, **RIGHT?!**
- That being said, Arbonne is not 100% natural because we know that not everything in nature is safe, **RIGHT?** Poison Ivy for instance...or BellaDonna, which is 100% natural but will kill you if ingested. 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 that actually works. I just want it to be safe, **RIGHT?**
- Arbonne continually analyzes ingredients for safety. For starters, a common ingredient in most skin care is MINERAL OIL, which is simply highly refined crude oil. Using mineral oil on the skin is similar to 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 are just down **RIGHT** bad! Parabens are preservatives that are put into products to give them a longer shelf life. Reports show that parabens have been 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!**”
- Last but not least, let’s talk about ANIMAL BY-PRODUCTS. Did you know the most prestigious cosmetic companies in this country purchase ingredients from Rendering Plants? Does anyone know what a rendering plant is? Rendering plants are basically collection centers for **LEFT**-over animal parts...dead animals from farms and ranches, slaughterhouses, road kill, euthanized animals, old restaurant grease, expired meat, etc. are all sent to Rendering Plants where everything is ground up, boiled, and the rendered by-product is sold to cosmetic companies. Disgusting, **RIGHT?!**
- All of 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,

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| | <p>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 gift is the winner! Congrats!</p> <p>IMPORTANT QUESTION: BIG SMILE Ok! 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 your wish be?</p> <p><i>NOTE: YOU MAY HAVE TO SHARE YOUR WISH FOR YOUR OWN HEALTH FIRST</i></p> |
| <p>Products Intro</p> | <p>There are 4 main reasons we struggle so much to stay well and maintain a healthy weight.</p> <ol style="list-style-type: none"> 1) We all eat SAD... the Standard American Diet is full of dead carbs, preservatives, food additives, artificial dyes, colors, flavors, sweeteners. Our food supply has become big business and that isn't very profitable for our health. 2) We spike our blood sugar over and over again throughout the day with soft drinks, chips, pretzels, biscuits, pasta. We end up resistant to our own insulin and feel so tired, puffy and have a super tough time managing weight....it also accelerates aging. 3) Our soil is so depleted of nutrients and enzymes that our food has far less nutrition than ever before so our energy is also depleted. 4) Our food contains pesticide and herbicide residuals that kill off our healthy bacteria which affects our digestion, immunity and brain health. <p>We are all at a different place in our health journey. We all have different health issues and priorities and I want to meet you where you're at. So, I'm going to just share some basic products that support wellness no matter where you are...whether you're at healthiest, simply just want to start feeling a little better, just to get a few nutrients, or you know you need to make some significant changes. What I'm going to share is such a simple habit that I truly believe would benefit anyone no matter where they are in their health journey. And, everyone wants easy! I know health can feel hard sometimes, so I'm going to show you an easy daily habit that can offer long term health benefits! So, let me introduce you to our GREEN, GUT, GLOW shot!!</p> |
| <p>Greens (actually demonstrate putting a scoop of the greens into a very small glass)</p> | <ul style="list-style-type: none"> • Nutrients have been so depleted from our food sources simply due to poor crop rotations and tons of chemicals. • We truly have to supplement to get the vitamins and minerals our bodies need • Our greens have 36 fruits and vegetables. You get your greens, reds, yellows, and blues in one shot! • Contains Phytonutrients – substances to help prevent disease within fruits and veggies • Antioxidants • Spirulina – an ancient super food from blue green algae |
| <p>Gut – Gut Health (actually demonstrate</p> | <ul style="list-style-type: none"> • For digestion and microbiome support • We all need this – 72% of all people in America report digestion issues |

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| <p><i>pouring the gut health into the greens)</i></p> | <ul style="list-style-type: none"> • Prebiotics, Probiotics – 3 billion CFU of bacillus coagulans, and 13 different digestive enzymes, all in one! • We need all 3 of these things to fully support digestion and nutrient uptake and it is so, so good for you! |
| <p><i>Glow – Skin Elixir (Pour in with green and glow)</i></p> | <ul style="list-style-type: none"> • We top off our greens and gut with glow – our vegan skin elixir collagen builder – only vegan collagen product on the market! • Tons of antioxidants • High in Vit C • Hyaluronic Acid – supports moisture in your skin & prompts body to make more collagen • Biotin – a B complex vitamin that helps the body convert food into energy and also helps promote healthy hair, skin and nails and also a crucial nutrient during pregnancy. • Pine Bark – such a great anti-inflammatory herb and encourages healthy blood pressure • So proud of our study on this product that showed 80% of users noticed a difference in their skin within 1 week! <p><i>Mix all 3 together (must mix while they are dry, then add about 4 oz. water in a shaker cup to take as a shot!</i></p> <p>I do this green, gut, glow shot every morning to support my health – it’s just so easy to do and so beneficial! Who is brave enough to try a shot?</p> |
| <p><i>Intro of 2 more products! Fizz and Protein!</i></p> | <ul style="list-style-type: none"> • Want to introduce 2 more nutrition products that I do daily that, again, really support overall health – Our Fizz and Protein |
| <p><i>Fizz</i></p> | <ul style="list-style-type: none"> • Everyone’s very favorite product • We’ve had over 60 million boxes sold – that’s how incredible this is?! • I’m a double fizz girl every afternoon!!! And here is why! • Natural energy boost – slow rise, slow decline – means no crash! • Ginseng root – helps with energy, increases cognitive function and is anti-inflammatory • CoQ10 – powerful antioxidant which also supports cardiac health • Chromium – helps regulate blood glucose levels • B Vitamins – help reduce fatigue and stress while boosting mood and cognitive performance • Caffeine in a natural source from guarana and green tea – so good for you! • Tastes SO good and lots of flavors to try • <i>Sample fizz: you can have just 1 or 2 flavors and ask their favorite</i> |
| <p><i>Protein</i></p> | <ul style="list-style-type: none"> • Best Protein ever! • Everyone needs a good, digestible protein. This is all vegan so it digests very easily! • Has 20 grams of vegan protein – has 3 sources of protein – brown rice, cranberries and yellow peas – makes a complete amino acid score which is something to look for when choosing a vegan protein. If you only use one source, you will not have a complete protein. |

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| | <ul style="list-style-type: none"> • Women should get half of their weight daily in protein grams – so important for overall cellular repair throughout your body • Has less than 1 Gram of sugar and 5 carbs (choc) or 3 carbs (vanilla) • Also has 23 vitamins and minerals • Sample protein shake |
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| <p>Healthy Product Summary</p> | <p>So, these are health habits that are easy to do daily that support your health. GREEN, GUT, GLOW shot and FIZZ and PROTEIN. But, some people feel like they need a complete reset. For that, we have an entire nutrition called 30 Days to Healthy Living. This isn't a fad diet – there are no “magic pills, counting calories or points, fat grams, etc. Instead, it's all about healthy habits. With this program, you will get products so that you can replace 2 meals a day with a protein smoothie, enough Fizz drinks to have 2 a day, plus all of the products in the gut glow shot and a few other products to support a health reset. Basically, it addresses the 4 issues I mentioned earlier. -Increases nutrient intake - helps to restore gut balance -helps support detoxifying organs and gently eliminates toxins -teaches you how to eat for more stable blood sugar which helps reduce cravings!</p> <p>It's about \$10/day for the whole program, you get 2 of your 3 daily meals, all of your energy drinks and supplements, tons of recipes, a support group and a personal coach. Many people find they actually SAVE money doing this as oftentimes people spend \$10-\$15 per day eating out, Starbucks drinks, etc.</p> <p>And if you're not quite ready for a full 30 days, many people start with our Healthy Habits set and do a 14-day smoothie challenge. We can chat about your best fit when we meet up individually.</p> |
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| <p>Derm Results</p> | <p>So now we are going to look at our newest skin care line very briefly! We know that everything we put on our skin absorbs into our bloodstream, so it's important to use products that will have a positive effect on our health. We all know that fruits & veggies nourish our body, and Arbonne uses herbs & botanical ingredients to nourish our skin. Our newest line is a POWERHOUSE system and it's called Derm Results! It's for men and women of all ages and skin types and:</p> <ul style="list-style-type: none"> • Has 15% Vitamin C – reduces the appearance of damage from internal and external aggressors, supports healthy glow thru hydration • 2% Bakuchiol (plant-based retinol – not as harsh as regular retinol) – reduces the look of fine lines & wrinkles • 1% Ferulic Acid (powerful antioxidant) – helps with spots, wrinkles and fine lines & protects against UV oxidative stressors • Going to try on the back of your hand. Put a drop of serum on back of hand and then follow up with glow cream (<i>use individual q-tip or mini spatula to distribute glow cream to each person</i>) • This system is very potent, and a little bit goes a long way! You only need a pea sized amount of cleanser and moisturizer. The skin therapy concentrate oil has w/15% vit C, so we recommend starting with 1 drop |
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| | <p>of the oil in the evening after cleansing for the first 2 days, then work up to 2-3 drops both am and pm if desired.</p> <ul style="list-style-type: none"> • And don't forget your neck! Want to be sure to take care of delicate skin there too to prevent signs of aging, and we have an amazing neck cream in our AgeWell line that compliments the derm results line! |
| Start close | Going to wrap it up and share the different ways you can be a part of Arbonne! |
| Way #1 - Host | <ul style="list-style-type: none"> • Because Arbonne doesn't advertise, people only learn about us if someone tells them. • We all know people who want to look and feel their best, and maybe as you were listening tonight, you already had people popping into your head who you thought might enjoy learning about Arbonne. • When you agree to get a few people together, whether in person or online, you will earn amazing Host Rewards! This helps me bc I get to meet new people & educate them about healthy living & gives you really awesome perks!! |
| Way #2 – Customer or Preferred Client | <ul style="list-style-type: none"> • Buy retail OR become a Preferred Client • As a PC, you get a 20% discount every time you order for an entire year, starting tonight! No need to accrue 1000 points to get a \$10 reward like at Nordstrom. • Another great benefit is that there are NO minimum orders and NO required autoship & we have a 90-day money-back guarantee! • Our PCs get additional shopping perks too, including free shipping and a free gift of choice on every qualifying order. • It's just \$29 for a year and it's a lot like a Costco membership, but less expensive with a better discount! • I highly recommend this option for those who just want to shop as it since the 20% you'll save on your first qualifying order pays for the sign-up fee and you'll get free shipping. |
| Way #3 – Independent Consultant | <ul style="list-style-type: none"> • The 3rd way to be a part of Arbonne is as an Independent Consultant! As a Consultant, you have 2 choices – you can either be an Ambassador of the brand or be a Partner of the brand <ol style="list-style-type: none"> 1) As a Brand Ambassador you simply share products you love with your family and friends, and they can become Preferred Clients! You'll get your own personalized website that's a ready-made e-store & you'll save a minimum of 35% on your products. They'll get a great deal and Arbonne pays you a minimum 15% commission with every single order they place. Or, you can do what I did and partner with the brand. 2) As a Brand Partner I have a personalized website that is my e-store too and I get at least a 35% discount. Like a brand ambassador, I also recommend the brand to friends and family, but I have also built and taught a team of consultants to do the same thing— simply share products we love, enabling us to grow higher in the management levels. This is where the business becomes scalable, willable and has the potential to create not just an extra stream of revenue now, but a multi-generational legacy. There is no limit on |

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| | <p>how big you can grow your team, and the bigger you grow, the higher your earnings potential!</p> <ul style="list-style-type: none"> • You can own your own online business with a \$49 startup fee and work it alongside your current career, school schedule or busy life! We have an amazing community of fun, positive people and I love to teach others how to do what I do! • Whichever way you decide – Ambassador or Brand Partner, it’s a one time registration fee of \$49 for the year – no buy-ins or monthly hidden costs!!! • You can check out Earnings.arbonne.com to see what’s typical, and I want to tell you that I was truly intrigued not by what is just typical, but by what was POSSIBLE! When I heard that there were other women just like me at the top of the company who were earning an average income of \$22,000 per month and who were able to create a life of flexibility and choices by building their Arbonne business consistently on a part-time basis, I was definitely intrigued by the possibilities this business could provide. • Our team’s mission is to transform lives, help create financial peace and truly make a difference in this world, and I am so grateful I took that leap of faith! Because of Arbonne, I’ve <i>(or I’ve seen others)</i> who have been able to ____ and I am having so much fun helping others live their healthiest and happiest lives! • If you are even 1% open to learning more, I can give you some information to help you make an informed decision. This may not be for you, but perhaps you know someone who is looking for another income stream, a way out of the rat race, more flexibility or simply a fun, positive community! Let me know when we review your profile together. No pressure, just info! |
| <p>Final Close</p> | <ul style="list-style-type: none"> • Flip your client 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 complete 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 includes the Green Gut Glow Shot and qualifies you for free shipping and a free full-sized product! • Or you can choose the Healthy Habits Set if you just want to test drive healthy living. It’s a great place to start if you just want a simple way to feel better and have less bloat. • The Greens Gut Glow bundle is SUPER popular and is sold separately as a set if you’re looking to just add one simple healthy habit/day. • And if you’re like me and can’t live without the skincare...that’s the Derm Results Starter Set. This set also qualifies you for a free full-sized product! And all of the sets get free shipping! • I loved meeting you all and thank you so much for coming to _____’s Sip & Sample! • I’d like to meet with everyone and help you get the best possible deal. We don’t want you to just make a purchase to just buy |

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| | <p>something; we want to help you change your skin and health. We believe you can change your life when you change your brand to Arbonne. We want you to be so in love with your product that you use every bit!</p> <ul style="list-style-type: none"> • I am going to start with ___ (whoever seemed the most interested person first) unless someone needs to get going first? • Be intentional and immediately start talking with the guests to help them check out – this will avoid awkward silence. • Then continue to sit with the next interested looking person and keep saying, “Who’d like to go next?” • Ask: “Does anyone need clarification on anything?” (instead of “Do you have any questions?”) • Go thru the Trifecta Close with every guest!! |
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TAKING ORDERS – THE TRIFECTA CLOSE

SIT DOWN NEXT TO THEM

STEP #1: INVITE TO SHOP

If they don’t have a list, take the profile/order form and YOU start writing!! Ask:

“So, ___, what option are you thinking about? What was most intriguing to you tonight?”

Look at their order form and make suggestions for what they need. Be sure to use the words, “What I recommend is...” and “Would it be ok if...” Say something like:

“Most people start with the Derm Results set and the Healthy Living Set because you get everything you need, inside and out! Is that something that appeals to you?”

If yes, move on to Step 2.

If no, help them with what works best. Offer them the next lower set(s) and don’t be afraid to pause for their response. Let them think a minute.

“I totally understand. Which is more important to you to get started with – healthy skin care or nutrition?” Let them answer

“What I’d recommend then is the ___ (Healthy Habits Set->GGG Set or a 3 step AgeWell or Brighten Up system).”

Suggestive sell - Recommend some of your favorites from another line they’re not getting. Make sincere recommendations based on their needs, but close them where they want to be.

“Did you want to go ahead and add....” Or “What else was intriguing to you?”

Don’t assume they’re finished shopping until they tell you that’s all they want. Write up the total and show them the TOTAL retail price, including the value of their free gift (if applicable) and then show them what they’re paying so they see what a great deal they’re getting!

“So ___, you’re getting all of these products, plus your PC account, that have a retail value of \$___ for just \$___! Does that sound good?”

If they don’t want a set: You can also do an “a la carte” order. You can choose any \$150 in retail products and you’ll save 20% tonight and on your orders for the next year. Your savings tonight pay for your \$29 Preferred Client signup fee, you’ll get free shipping, AND you’ll get to choose a full-size free product on your next \$150 order within 60 days!”

*****IMPORTANT***** Do NOT sign up anyone as a PC without a \$150 order; it does not serve them. They can order using the ARBONNE10 code and save 10% and you'll make 25% commission. That gives you an opportunity to build the relationship and gives them time to fall in love with their products. Go to Step #2

STEP #2: INVITE TO HOST

IMPORTANT: SAY THIS TO EVERYONE! "Would you like to consider getting a few friends together so I can share Arbonne with them? You'd get to shop at a great discount and you can choose a free product just for hosting! (show free gift flyer)

Get out your calendar or have your OPEN DATE card on an attractive clipboard.

We can just pencil it in. What works best for you – weekends or a weeknights?" Continue to give 2 date options until you land on one.

When someone books an event: "I'll text you the date of your event and an invitation, and I'll call you in the next day or two. I'm so excited for you to get your free gift! We're going to have a great time!"

DO NOT go over Host Rewards now...you can go over that LATER when you are Hostess Coaching.

If they say no to hosting, it's all good! Say "Thanks so much for coming! It was so nice meeting you, and I'll be in touch to see how you're doing with your products."

Go to step #3

STEP #3: INVITE TO LOOK AT THE BUSINESS (ask to watch video/grab coffee)

IMPORTANT: SAY THIS TO EVERYONE! "May I ask you a quick question before we finish up?"

If yes:

- "Would you be open to grabbing a coffee with me? I'd love to get to know you better and share a little bit more about this business. I could see you doing really well with this (give them a genuine compliment) and I think we'd have so much fun together! (they usually are unsure) It may not be for you, but I'd love to give you some more information and I promise it's worth your time to look at. Would you be up for getting together?"

If no-they're too busy: "If I sent you a quick video would you watch it? Even if it's not for you, it may be perfect for someone you know." If yes, write it on their profile/order form and send video the next day and follow up with a call.

ASK EVERYONE these questions:

"Is it ok for me to friend/follow you on social media?" (Get their correct name on social media and remember, you are just starting the relationship – share helpful hints, articles, specials, recipes, etc. You want to build the relationship.)

"Can you think of anyone off the top of your head that might like to try Arbonne?" Write down names of referrals, but have them ask permission of their contacts to share their phone number with you, then FOLLOW UP!

Troubleshooting:

Q: May I take a catalog?

A: Let them know they'll get a brand-new catalog in their box as a new PC. But definitely give a catalog to a client who would like one and has made a purchase.

Q: I am not going to buy anything right now.

A: "I understand. What are you currently using?" or ask if they'd consider having a few friends and hosting to get free and discounted products. Either way, ask if you can connect on social media and build the relationship.

Q: I've got so much product at home already/I already have a bunch of different stuff/I just bought ____.

A: "You have a lot of different stuff bc you're not in love. May I make a recommendation? You could get started with the cleanser and day crème." (if they want just one product, recommend the cleanser). "Does that sound good to you? Are you OK with that? I know you'll love it and we have a 90 day money back guarantee if you're not, so you can't lose!"

OR

A: "May I make a recommendation...looking at your profile you could get started with ____." Recommend something from wellness line or whatever else they're interested in.

Booking Strategies

It is important to book from your bookings! Even if they don't order, it's important to ask them if they'd be open to having a few friends together. These are some ideas you could choose from.

- Have the \$12 clear/green print Arbonne water bottle and place samples inside it. At close, offer anyone who will choose one of your open dates to take one of the water bottles.
- Have a basket of Arbonne products and offer whoever will choose one of your open dates to take a product of their choice.
- Offer host perks coupon code to shop at a 35-45% discount for anyone who will choose one of your open dates. Be aware that the sponsor will forfeit their commissions if this is offered to the host!
- Play "Book to Look" game – Put one different picture of your favorite full size products in 12 envelopes. Tell your guests:

"Ok we're going to play one quick "BOOK TO LOOK" game. I'm going to pass around this platter of envelopes. Each envelope has a picture of one of my favorite products. Everyone takes an envelope, and if you decide that you would like to "BOOK" and get a few friends together and we pencil in a date tonight (show them your calendar or open date card), then you get to "LOOK" inside your envelope and you'll get that product for FREE the night of your get together! If you don't want to get a few friends together, that's totally fine! Just drop your unopened envelope back on my platter before you head home tonight. OPTIONAL: The 1st two people who agree to "BOOK" get to go home tonight with their choice of something from my basket too!"

PRICING – MUST ADD \$29 Sign up fee to totals!

| PRODUCT | RETAIL Price | QV | PC Price | PC with code/IC |
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| Green Gut Glow +Protein | \$319 | 327 | \$261.60 | \$213 |

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|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|-------|----------|----------|
| +Fizz (free) | | | | |
| Derm Results *Free product | \$400* | 250 | \$193.60 | \$157.30 |
| If ordering both sets, place as separate orders. Place GGG/Protein/Fizz first and choose free gift. Then, go in and do DR order. Choose pads for free product for DR. | | | | |
| GGG + Protein + DR + Free Fizz + Pads | \$727 | \$719 | \$455 | \$371 |
| Green Gut Glow | \$173 | \$173 | \$138.40 | \$112.45 |
| Healthy Habits Set *Add a product get another free product (gets to \$250) | \$209 | \$209 | \$167 | \$136 |
| 30 Days to HL | \$508 | \$363 | \$305 | \$254 |