

GLOW UP EVENT

MAKE THE EVENT FUN & VALUABLE

Share YOUR LOVES & YOUR VISION!

Remember facts tell, but stories sell ... sprinkle you & your clients stories throughout!

GOAL:

- \$500 QV+ in Sales
- 2 Events Booked
- 2 Biz Chats Set Up

Focus on getting as many guests on a “SET” (DermResults, 30 Day, HH, GGG) GROW your network & team.

WHAT TO BRING TO YOUR (IN PERSON) EVENT:

1. NOTECARDS: Print or have on phone

2. CLOSE FOLDER: Wellness Profiles (print on card stock & cut in ½), Order Forms, Close Sheets (front & back) laminated, Catalogs (labeled), pens, 'order calculator' app downloaded on your phone...Can also go completely digital (ask your mentor).
3. PRODUCT TO DISPLAY: DermResults Starter Set, (+DermResults Peel Pads), 30 Days to Healthy Living Set, GGG Set & 2-3 of your favorite products
4. OTHER TOOLS: 2 Arbonne water bottles to make & taste the fizz – protein bars/balls (optional) – cups (ideally glass . . . always think about sustainability), DermResults Clinicals printed & framed, Healthy Living Guide printed & spiral bound. QR CODES for each set printed & framed. "Are You Listening" doc framed or laminated to pass around. DermResults tester set (3 products), spatula for dispensing Glow Cream, cleansing cloths (for guests to wash & dry face if testing), handheld mirrors (optional).
5. SET UP (IN PERSON):
 - Make all displays cute & appealing. First impressions are HUGE!
 - FIZZ to taste
 - Light appetizers - protein balls or cut up protein bars
 - Set up your product table

- Set up "closing" station – Catalogs ready to hand out with an Order Form, Close Sheet, pens and Wellness Profile (for those who don't order)
- Set up Wash Station to "wash, drop & glow" so you can focus on closing.

GUEST CONNECT (First 15 minutes of event start time)

- Greet & connect with guests – offer fizz to try - this is your chance to connect, ask questions & get to know them a bit
- DO NOT TALK ARBONNE

START within 15 minutes for in person events ... 3 mins on ZOOM HOST EVENTS

THANK HOST (hand gift to host in front of guests)

- "Thank you (host) for hosting & having your friends over!"
- Sharing revolution & your story counts
- "I know how much you love Arbonne products (if they've used them). I know your friends will thank you for sharing this with them!"
- Have host share their excitement & experience with Arbonne products

OPEN - SHARE INTENTION & YOUR I STORY:

“AHH I am so excited for our GLOW UP Event!!

Share “I Story” - 2-3 min

- What led you to Arbonne, what you did before or do now, and what Arbonne has done for you or what you want it to do for you in the future.

I STORY HERE:

I hope you walk away tonight happy that you came and walking away with ideas on how you can GLOW UP in all areas of your life :)

GLOW

“I know Glow is such a buzz word & we hear it thrown around alot. I'd love to hear what GLOW means to you.” (this will reveal some interest & needs – share what it means to you, briefly – energy, no stress, dewy skin, healthy confidence, etc)

WHY WE LOVE ARBONNE

“Who here has heard of Arbonne before?” Arbonne has been the biggest GLOW UP I have had personally, professionally, my skin my health and more – this is why I will never stop sharing.”

- GLOW UP your skin
- GLOW UP your health
- GLOW UP your life

LET'S MEET ARBONNE . . .

Arbonne is a Health & Wellness Company founded by Petter Morck in 1980 (42 year ago). He was an INCREDIBLE visionary. He saw bringing botanically based products with an incredible opportunity as a way to help people become there best. His most famous quote is “When I dreamt of Arbonne I wanted it to be a place where people could flourish.” He made COMMUNITY, TRANSPARENCY & SUSTAINABILITY his mission.

PRODUCT STANDARDS: What you see is what you get :)

1. PLANT BASED INGREDIENTS

Starts with Nature, married with science - Arbonne means Beautiful Tree, which is so fitting because all of our consumable products are plant based & EVERYONE can use them! Men, women of all ages! Skincare to nutrition, hair care, cosmetics, sun care, body care and we even have a baby line!

2. CLEAN – SAFE & CO-DEVELOPED WITH EXPERTS

- VERY strict ingredient policy – Arbonne willingly abides by the European Union (EU) standard. Why is that important? The Europeans have much stricter ingredient guidelines than the United States for skincare, cosmetics, personal care products and supplements. EU has banned 1,400 harmful chemicals & ingredients not necessary from their products. US only 30!! Arbonne over 2,000+! NO mineral oil, parabens, phthalates, artificial dyes, colors, chemicals, fragrances, NO artificial flavors or sweeteners & no animal byproducts, NO gluten, dairy or GMOs in all nutrition products.
- A ton of certifications – (GF, non GMO, vegan, sustainably sourced, kosher, halal...They bring in experts in all categories as well as TEST all ingredients & formulation ALL throughout the production process making sure products are safe + results driven.
- What we put IN and ON our body REALLY matters!!

Arbonne is EASY & convenient to USE, SHARE & BUY! Plus 90 Day money back guarantee! Less than ½ percent return rate. Products do what they say they're going to do! (product grave yard under sink - Arbonne under my sink!)

LET'S TALK SKIN

(Engage guests first)

“Before we chat skin...I'd love to know - What's one word or phrase that describes your skin/body when it's the healthiest?”

Ex: Skin - vibrant/glowing, even tone, acne-free, smooth, hydrated

Ex: Body - energetic, regular, strong, well-rested, stress-free, well-fed,

Share what skincare has done for you.

Ex: “For me, this has _____”

YOUR SKIN!

- It's our **LARGEST ORGAN** yet often it's the most neglected
- It's a gateway into our bloodstream
- Arbonne's Nutrition (more on that) helps support Healthy skin from within - you can't out GLOW a poor diet, but we can make a difference in our overall well-being by paying better attention to what we put ON our skin

Have you ever counted how many beauty products you use daily? (between skin, hair, makeup, lotion, perfume, deodorant, toothpaste, etc) Did you know women apply approx. 515 synthetic chemicals every single day! (Huff Post article)

Toxins in cosmetics & skincare can work against your quest for Healthy Living to say the LEAST, because 50-60% of what we put on our skin gets into our bloodstream within 26 seconds!!!

Mineral oil is one of the most toxic and widely used ingredients in personal care products. Lotions, ChapSticks, make up and more.

CRACKER DEMO:

- Pour a cup of water and a cup of baby oil in two separate cups. Place a Ritz or saltine cracker in each cup. Explain what is in each cup and then ask everyone what they think will happen to the cracker.
- You can DO it OR talk thru it

The cracker in the water will let everything in and be absorbed. The cracker in the baby oil has mineral oil in it and it is like wrapping your body in saran wrap, it doesn't allow your pores to breath or let toxins out. Mineral oil is in so many personal care products including baby oil - it is the number one ingredient. Scary!!! Go home and see what you are using that has mineral oil in it. Mineral oil is actually derived from petroleum. Depending on how it's processed, it can be carcinogenic!!!

DERMRESULTS (highlight your FAV features + benefits)

Healthy skin IS glowing skin! It's SOOOO evident! Compliments from friends, co-workers, family!

The 3-step starter regimen with DermResults is SO SIMPLE! It enhances the look of healthy glowing skin and it's for all skin types with clinical tested ingredients.

This innovative skincare regimen targets the signs of aging such as:

- Dull, uneven skin tone
- Fine lines
- Dark spots
- Loss of hydration

It's formulated for:

- Men AND women of all ages
- ALL skin types

This Regimen features 3 core products (highlight a few key things)

1. Start with our Smoothing Glow Cleanser (am & pm)
 - A luxurious cream-to-foam cleanser that's gentle and won't strip your skin of moisture
 - Has a lower PH so it cleanses and removes all the dirt and bad oils, but leaves all the natural oils in your skin
 - It features Vitamin C that helps protect skin from external & internal aggressors
 - Key botanicals that help soothe and replenish skin's moisture
2. Next, reach for the Illuminating Skin Therapy Concentrate (drops)
 - Lightweight serum – less than 10 ingredients!
 - Combats visible signs of aging for a more glowing, youthful complexion
 - 15% stabilized Vitamin C (high percentage – highest on market, supports collagen thru moisturization & stabilized make it more effective)
 - 2% Bakuchiol (gentle plant-based retinol alternative – helps reduce wrinkles & increase collagen production)
 - 1% Ferulic Acid

These powerhouse ingredients support resilience against damaging effects from excessive UV and other oxidative stressors. (oxidative stress is a bodily condition that happens when your antioxidant levels are low - these levels can be measured through your blood plasma - when there is an imbalance of reactive oxygen species, also known as free radicals, and antioxidant defenses, your body experiences oxidative stress.)

- Apply 2-3 drops morning and night using fingertips (more for targeted areas of concern)
 - Light but Powerful!
3. The final step is to apply the Glow Cream (am & pm)
 - This rich, hydrating cream features clinically studied ingredients shown to support a smoother and more luminous complexion when paired with the Illuminating Skin Therapy Concentrate.
 - These glow-enhancing ingredients include Vitamin C, Niacinamide and White Lupine Lipopeptides.
 - Creates a refreshed & vibrant appearance and helps with circulation to the skin

RESULTS

In a clinical study after 4 weeks of using DermResults Glow Cream+ Drops results showed:

- 100% of participants showed significant increase of hydration
- 94% said skin appeared fresher-looking and luminous
- 86% said skin appears healthier

Whole line is PH correct - doesn't strip your face - concentrated - little goes a long way!

NEXT LEVEL GLOW

WITH 7 skincare lines & many treatment products - we help you customize & get the BEST VALUE

- Highlight your fav treatment / bonus products

GLOWING FROM WITH IN

- One of my favorite things about Arbonne is the focus on Healthy Living INSIDE & OUT. As I mentioned my LOVE affair started with the 30 Days to Healthy Living & my passion is _____

- Take your skin & overall GLOW to the next level by focusing within
- Our bodies & skin are communicating to us. We like to say listen to the whispers, so you don't have to listen to the screams. Here are a few signs you may want to join our Healthy Living Club - Pass around the "Are You Listening" doc
- VIRTUAL - TEXT the guests the "Are You Listening" doc
- We are here to help you establish healthier habits, know what works for you & GET THAT GLOW you so desire!!!
- Improving digestion & a healthy gut is a game changer for your skin & LIFE!!!!

JOIN THE HEALTHY LIVING CLUB

(share your love & a story & highlight a few HL products)

- MY LOVE 30 Days to Health Living...the GOAT. This program has changed the game for me, my habits, my awareness in how I feel. It changed how I now feed my family & it changed my skin. (share a testimonial - yours or a clients). It's a TOTAL Reset + Restore. You will learn what works for your body, eliminate toxins, increase nutrients & improve digestion.

- Healthy Habits - This is an amazing start on your healthy living journey. Can join our mini reset (2 weeks) or use to establish a healthy routine. Fuel – support - energize. Make it a habit to start your day off with nutrient dense smoothie, improve digestion, support your liver & ENERGIZE in a healthy way.
- GGG - Wellness shot. Daily fruits & veggies. It focuses on improving your gut health & collagen production for healthy hair + skin. Relieves bloating too!!!

Cheers to getting your healthy GLOW on from the inside out!!

JOIN THE MOVEMENT

Whether it's skin or nutrition/gut health...Our goal is to help you find the best fit to meet your needs. Which of the following speaks most to you?

CLIENT & SHOP

- 'One Stop Shop', healthy products for you & your entire family
- Most popular way you save & support (NEW IC name)
- \$29 for the year = access to 20-40% off all year
- FREE shipping & gifts on qualifying order
- FREE product to choose with DermResults Starter Set
- Ongoing perks & savings! +90 Day money back guarantee

CONNECTOR: SHARE & GET SPOILED

- If someone popped into your head tonight, you can share this with them & support (NEW IC) in the start of their business!!!! Be the ripple effect of sharing something that could help someone with their health, wealth, or both!
- We spoil hosts like CRAZY with awesome gifts and discounts. When you book an event tonight you will get a VIP sample bag! (SEND a small gift bag with protein, fizz, tea, skincare sample, etc.)

CONSULTANT – THE ULTIMATE GLOW UP, gift is in the giving

Whether you find yourself falling in love with our skin care products & the 30 Days, or if you have a desire or need for change, it is my/our passion to help show others how they can earn by sharing what you use & love and making Healthy Living your business. You can make an impact & an income sharing the gift of health & choices with EVERYONE. Share what this business has done/will do for YOU! BE RELATEABLE! Read your audience.

- \$49
- Enjoy 35-50% off your products
- USE - LOVE - SHARE & EARN off sales & referrals
- Unlimited earnings potential
- Community, support & personal development
- Earn trips, recognition, jewelry & more
- earnings.arbonne.com

Highlight whats possible by sharing what extra has been or done already. Can paint the picture of the power of sharing. Can highlight levels & averages & point them to earnings.arbonne.com

There are 4 promotion levels in Arbonne...

- Our first level of management is **District Manager**, the average income is between \$200 - \$1,400 a month. Think of your rent, car payment, groceries or gas!
- Second is **Area Manager**, the average income is between \$1,200 - \$4,000 a month. Your business is willable at this level as well.
- Third is **Regional Vice President**, the average income is between \$4,000 - \$11,000 a month plus we can earn a Mercedes Benz success award of \$800 to go toward a white Mercedes of your choosing!
- Lastly is **National Vice President**, the average income is \$21,000+ per month with a \$1,000 VP success award towards your car. In addition, we can earn amazing vacations each year (talk about upcoming trips), bonuses at every level, recognition, and we get to work with an incredible culture of people who want to help you succeed!

CLOSE

IN PERSON EVENT

- Pass out Order Forms/Close Sheets/Wellness Profiles – encourage them to scan the QR codes
- Make GGG shot, invite to Wash/Drop/Glow, mingle, ask questions, collect orders/Wellness Profiles, connect on social

VIRTUAL EVENT

- We will be in touch & help you choose what's best for you.
- Cheers to Health & Living your best LIFE!!”
- USE RECOMMENDED CARTS!!
- I know (NEW IC) has all your contact info but for the convenience TEXT your address now
- We have goodies for you.
- Thank them for their time & open for any ?s.

BUZZ WORDS:

Ultimate glow, glowing complexion, glow up, get your glow on, confidence gives us the best glow, people won't give up on their health.