



DA + LAUNCH NOTES

WELCOME + HELLO ARBONNE

SHARE INTENTION & YOUR I STORY:

Thank & welcome guests – Edify their time – “If you are here, it’s for a reason. Most likely you may not think you need Arbonne, but the person who invited you thinks Arbonne needs you.”

& HELLO ARBONNE. I am so excited for you all to meet Arbonne...ALL of Arbonne. Many of you may have never heard of Arbonne or only know certain parts of Arbonne. Tonight/Today I am excited for you to MEET ALL OF ARBONNE :)

MAKE SURE YOU HAVE PRACTICED & GONE OVER YOUR STORY PRIOR!!!!

- Share brief 3 minute “I Story” (coach on this with sponsor...this is BRIEF. The GOAL is to weave it throughout your preso)
- A little bit about yourself
- How introduced to Arbonne & the program
- Any initial fears or hesitations around doing the program or biz
- What made you say yes
- The Hope & Vision (can share where you see it taking you as you close...PAINT THE VISION)

WHY ARBONNE - COMMUNITY

Our Founder, Petter Morck said, “When I dreamt of Arbonne I wanted it to be a place where people could flourish.” I love that Arbonne has been my vehicle to trust flourishing my own life (can share a few examples, perfect place to weave your story in) AND the best part is seeing it do the same for others. Our community, the support, the friendships, the opportunity to grow personally and professionally is the greatest gift.

What does Flourishing mean to you?

TRANSPARENCY

This is what makes us so unique!

- We innovate using plant-based ingredients grounded in science and clinical research with high standards for safety.
- We have high ethical standards. In Europe over 1400 ingredients are banned. The US only bans 11. Arbonne abides by a stringent ingredient policy that has over 2000 ingredients on our Not Allowed List.
- Most products have 3rd party certifications. We subject all of our products to scientific testing to continually raise our standards.
- We have so many certifications as you can see. We are 100% vegan, cruelty free and non-GMO, formulated without gluten, dairy and artificial sweeteners to name a few.
- We offer a 90-day money back guarantee.
- These products do what they say, not at the cost of your health.

SUSTAINABILITY!

- We are a Certified B Corp Company which means we are held to higher standards. This certification means we value people and the planet, not just profit.
- We are committed to sustainability measures by decreasing waste and increasing recycling. Goal is zero waste by 2025!
- We don't only want to be the best company IN the world, but the best company FOR the world. (can highlight Arbonne cycle or 1 thing that's important to you. SHORT AND SWEET)

USE A FEW WORDS

Get the party started. Ask & engage with the guests - “Use a few words to describe your healthiest self.” You may need to share yours first. PAY ATTENTION to answers. They are windows into needs.

JOIN THE CLUB

- Healthy Living isn't all or nothing. We all just shared what our healthiest selves look like. I heard _____. Don't worry Arbonne has your back.

- THE BEST WAY – THE GOAT is our 30 Days to Healthy Living. For EVERYTHING you all shared as your healthiest self, there is someone who has had the benefit by doing the 30 Day. (share your passion & testimony)
- Program is about resetting & learning what works for YOUR body
- Establish healthy habits & identify food/products that may not make you feel great
- Tune into the messages that your body is sending. “Listen to the whispers so you don’t have to hear the screams.”
- Support a balanced gut & improve digestion. (so much of the body’s overall well-being is controlled by our gut, so supporting this area of our body will help optimize how we feel, as well as how we look)
- Our hope is this becomes a LIFESTYLE change...this is NOT a FAD diet
- When we KNOW better, we DO better
- Convenient & TON of support
- Our VISION is to CREATE a HEALTHY LIVING REVOLUTION – Sharing is caring!

WHAT YOU GET

- Our 30 Day Set has ALL you need at the BEST value
- 40% off – Free shipping & gift
- Comes with lots of added support

HIGHLIGHT YOUR 2-3 of your FAVS – FEATURES, BENEFITS, HOW YOU USE

- Protein
- CleanTox Tea
- Gut Health
- Fizz
- BeWell Greens

START SOMEWHERE

- Keep in mind that Healthy Living is never “all or nothing!”
- Healthy Habits Set is great for a mini reset (2 weeks) or to start a healthy morning routine. Helps make health a habit.
- GGG – daily wellness shot – all your fruits & veggies - gut health support - relieves bloat & promotes glowing skin
- Join the FIZZ FAM – CLEAN & natural energy drink replacement – added benefits – our get SH%\$ done juice - LIFE CHANGER
- All our Healthy Living Club members get private support groups, recipes, shopping guides and personal coaching

IT'S ALL CONNECTED

Our goal is to help you glow from the inside out. (if you have a skincare story share it – ex: My love affair actually started with the skin care)

- It's true we can't out GLOW a poor diet & Arbonne's Nutrition helps support healthy skin – it's the largest organ yet often most neglected organ we have
- It's all connected – it matters
- Your skin is a gateway into your bloodstream – toxins in cosmetics & skincare can work against your quest for healthy living
- Many skincare lines & many treatment products – we help you customize!
- Our SUPER STAR & LOVE is our NEW DERMRESULTS

SOMETHING FOR EVERYONE

Arbonne is a product driven company. We offer a wide range of consumable products for the entire family. This is a win win for us. Not only are consumable products key to our business, it's so rewarding to help families change their brand to healthier products. We use it, love it & share it. Our clients buy the products, love them, run out and reorder over and over & that means repeat commissions on each reorder.

I would guess ALL of you are already doing it. Hang with me here...

- Who washed their face today? Had an energy drink? Worked out? Put mascara on?
- Who has ever posted their pumpkin spice latte, new refresher flavor, or latest Target find on social?
- Who has ever answered someone's poll in Insta looking for a recommendation?
- Who has recommended their hair stylist, a great place to eat...you get the picture.

WE ALL recommend things we use and love. WE ALL use the products Arbonne offers on the daily, but we ALL aren't getting the benefits for our recommendations.

Our business model is so simple. We share the products we love with our network and earn commission on everything they choose to buy. We then get to teach others how to do the same. WE all have the opportunity to make HEALTHY LIVING OUR BUSINESS.

ASK QUESTION

If I were to ask you "If time and money were no issue, what would you do more of in your life?" What would your first answer be - IF TIME & MONEY WERE NO ISSUE?

THE BUSINESS

- Low startup cost – compared to traditional biz – it's not a get rich quick – takes time but no risk – unlimited income potential and impact & no need for previous experience – anyone can build if they are willing to be coachable and learn skills
- Flexibility & ability to earn extra incentives
- Work for yourself – be your own boss, but not by yourself – part of something bigger – community on a mission – support – mentorship
- Time leverage – help others – Arbonne compensates you – no cap on how many people you empower and lead – this is available to everyone

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 you 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, you 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!

BECAUSE OF ARBONNE

I am finding NOW more than ever people are open...reevaluating – looking at their futures and valuing choices, time and financial flexibility (tie in their answers).

With Arbonne you can: HIGHLIGHT SLIDE – TEAM – THINGS ARBONNE HAS ALREADY DONE – YOURS AS WELL

We can't wait to hear your "Because of Arbonne" and celebrate you which is what we get to do next!!

WHERE DO YOU SEE YOURSELF

CLIENT

- 'One Stop Shop', healthy product 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 orders
- Ongoing perks & savings! + 90 Day money back guarantee

CONNECTOR

Arbonne doesn't advertise, people only learn about our amazing products and company if someone tells them. We LOVE our connectors!!

We all know people want to look and feel their best, and maybe as you were listening their name popped in your head. Be the ripple effect of sharing something that could help them with their health, wealth or both! You can simply refer or grab a few friends and host an event. We spoil like crazy with awesome gifts and discounts & it truly means the world to us to have you helping us share the good news.

CONSULTANT

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 you can earn by sharing what you use & love - 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 RELATABLE! - read your audience)

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