

# HEALTHY LIVING EVENT



## MAKE THE EVENT FUN & VALUABLE

Share YOUR LOVES & YOUR VISION!

Remember to have FUN & that facts TELL stories SELL, so sprinkle personal experiences throughout!

GOAL: \$500+ in sales – BOOK 2 Events

- 2-5 NEW 30 Day/HL Club Clients
- Build your team through the Healthy Living
- Book 2 events

WHAT TO BRING TO YOUR (IN PERSON) EVENT:

1. NOTECARDS: Print or have on phone
2. CLOSE FOLDER: Wellness Profile (print on card stock & cut in ½). Have everyone fill out for raffle at the end. The “Are You Listening” doc framed or laminated, Order Forms, Close Sheets (front & back) laminated, Catalogs (labeled), pens, ‘order calculator’ app on your phone . . . QR codes framed. Can also go completely digital (ask your mentor).

3. **PRODUCT TO DISPLAY:** "FIT KIT" (30 Days to HL set) – GGG – DermResults & 2-3 of your favorite products - Healthy Living Guide printed & spiral bound.
4. **OTHER TOOLS:** 2 Arbonne water bottles to make & taste the fizz – protein bars/balls (optional) – make sure host has shake ingredients, a blender & ice to make shakes to taste – cups (ideally glass ...always think about sustainability)

#### SET UP (IN PERSON):

- Make all displays cute & appealing. First impressions are HUGE!
- FIZZ to taste
- Light appetizers
- Set up your product table
- Set up "closing" station – Catalogs ready to hand out with an Order Form, Close Sheet, and pens
- Make shakes at the end to taste if you have help. If not, make shakes before so you can focus on closing.
- If virtual we recommend having products to touch and feel as you go over the sample day

#### GUEST CONNECT

- 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 a ZOOM

#### HOST EVENTS: THANK HOST (give gift to host)

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

#### HL EVENT OPEN

##### SHARE INTENTION & YOUR I STORY:

"Welcome... I never ever saw myself doing this type of business or thought I needed this program & now I am on fire for sharing with EVERYONE!"

- Share brief 3 minute “I Story” (coach on this with sponsor...this is BRIEF. The GOAL is to weave it thru out 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 (share where you see it taking you as you close...PAINT THE VISION)

**IS THIS FOR YOU?** (pick a few ?s to ask...tailor this to your crowd & share how you remember feeling before saying yes)

- “Before I share my love & experience with the 30 Days, I’d love to ask a few ?s that may help you see if this program is a fit for you.
- “If there was one thing you could change about your health, what would it be?”
- Do you ever get bloated after eating?
- Do you crave chocolate, wine or french fries?
- Do you ever feel impatient or irritable with others?
- Do you have a hard time falling or staying asleep?
- Share what program has done for you. EX: “For me, this has...”
- Pass out the “Are You Listening” doc
- “Our bodies talk to us...we know when we are ‘off’. I have learned we don't have to accept things that seem off as our NORMAL.”

## WHY WE LOVE THE 30 DAYS

- Program is about resetting & learning what works for YOUR body
- Establish healthy habits & identify foods/products that may not make you feel great
- Tune in to 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 wellbeing 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!

## WHY A RESET

- We are ALL exposed to toxins & our bodies can only handle so much
- Must hit the pause button...this program helps us to do that
- We often rebound & plateau with traditional weight loss programs because we do not eliminate the toxic influx (a RESET focused on chemicals over calories)
- We are like a bathtub: “Faucet” is on (mouth/skin) bringing toxins into our bodies...if we have “Clogs” in our drains (main one the liver) eventually OVERFLOW happens
- We turn down the faucet by taking in less toxins while helping to “unclog” the drain by supporting elimination organs so your body can repair and restore

## HEALTHY LIVING IS NOT A DIET

1. EAT WHOLE FOODS (not the grocery store)
  - We focus on organic, non-GMO whole foods
  - Foods rich in micronutrients
  - No chemicals, preservatives, additives, artificial colors or flavors
  - Give examples
2. ELIMINATE FOODS THAT DONT SERVE YOU
  - Eliminate allergenic & inflammatory foods
  - Gluten, dairy, soy, artificial & processed sugars (yes this means alcohol)
  - Many of the foods we eat are having negative effects on our bodies that we accept as normal
  - Do you ever have a stuffy nose, bloating or allergies after eating?
  - Don't worry we have amazing alternatives for you
3. INCREASE NUTRIENT INTAKE & ABSORPTION
  - We often eat high calorie, low in nutrient foods
  - On this program we focus on eating nutrient dense foods
  - Use products that help increase & absorb nutrients

## 4. SUPPORT BLOOD SUGAR & ELIMINATION ORGANS

- By supporting your blood sugar, you are supporting your metabolism
- Eat often & at regular intervals
- Eat low glycemic fruits
- Eat balanced meals (protein, complex carb, quality fats & fiber)
- Our bodies eliminate toxins thru many pathways (liver, kidneys, intestines & even our skin)
- We use products that specifically support many of these elimination organs

## WHY WE LOVE ARBONNE

“We realize there are A LOT of programs & products...so WHY ARBONNE?”

- “THE SUPPORT (products & extra coaching) & COMMUNITY!! Whether joining our team or doing the 30 Days to Healthy Living, the support you get is like none other!”
- THE PRODUCT STANDARDS!! Arbonne is a Health & Wellness Co founded in 1980

### 1. PLANT BASED INGREDIENTS

Starts with Nature - Arbonne means **Beautiful Tree**, which is so fitting because all of our products are plant based.

## 2. HIGH CLEAN STANDARDS

A ton of certifications – (name a few...GF, non-GMO, B Corp) & VERY high standards. 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. The US only 30!! Arbonne over 2,000+!! What you put IN and ON your body REALLY matters!!!

## 3. CO-DEVELOPED WITH EXPERTS

## 4. SCIENTIFIC TESTING

- SUSTAINABILITY
- Arbonne is EASY & convenient to USE, SHARE & BUY! Plus 90 Day money back guarantee!

## WHAT YOU GET

- Highlight products assortment used to support us
- Here are the products you get (complete set 40% off- all you need)
- Comes with lots of added support
- Share your LOVE
- Remember facts TELL stories SELL

## WHAT YOU DO - QUICK RUN THRU - Highlight a few

### WAKE UP: AM

#### **CleanTox Herbal Detox Tea: 2 boxes in your Set**

- Support toxin elimination with hydration & this mild, caffeine free tea
- Warmth in the am
- Milk thistle - HUGE support for your liver
- Peppermint & dandelion and other herbs support normal liver & kidney function

**If you need caffeine 1<sup>st</sup> thing in the morning MAKE a TIZZY**

## EnergyFizz Sticks

- Alternative to coffee / soda / energy drinks
- Not acidic – no artificial sweetener = your caffeine best friend
- AM & in-between meals

## BREAKFAST:

**Protein Shake:** You get 2 bags in your Set . . . delicious!

- Certified vegan and low glycemic
- Peas - Cranberry - Brown Rice = a complete & most absorbable form of protein
- Easy to digest – slowly utilized throughout day
- Non-inflammatory - no cholesterol (whey) vitamins – minerals - no trans-fat
- Make a meal (give a quick shake example)

## **Gut Health Digestion & Micro-biome Support:**

- Easiest to put in your shake or you can take on its own with 4 oz of water
- Pre & Probiotics + 11 digestive enzymes
- Increases nutrient uptake - aides digestion - supports healthy microflora aka good bacteria in gut
- GUT HEALTH IS KEY to overall health & nearly all skin conditions start in the gut
- Happy & Healthy - must clean up gut!

## **BeWell Superfood Greens:**

- Drink your veggies...concentrated blend...“insurance pack”
- One scoop = a serving of vegetables (37 non-GMO in all)
- Antioxidants, phytonutrients & fiber
- Can simply throw in your shake or take it as a shot (GREEN GUT GLOW!!!)

## SNACK:

- Whole food snack list (give examples of your faves), **fizz stick** or both

## LUNCH:

- **Protein Shake:** To maximize results or healthy lunch following the plan guidelines depending on your goals

## SNACK:

- Another snack, **fizz stick** or both

## DINNER/EVENING:

- Whole food meal (plug three recipes)
- Weekly recipe planning done for you - shopping lists, etc

### WEEK 3:

**CleanTox Gentle Cleanse:** Add this product to WEEK 3

- Key botanicals
- Magnesium, Aloe, Ginger & Choline
- Helps detoxify by cleansing while supporting GI health
- Assists with gentle elimination of toxins
- Helps prepare the body for a weight management
- Tastes GREAT

### **JOIN THE CLUB**

- Healthy Habits Set - Fuel - Support - Energize - you are not ready for 30 DAY, or want a mini reset, this set will help you create a morning routine to overcome the gluten & sugar cravings, support your gut health, & overall energy.
- Join the GREEN – GUT - GLOW Club!! An amazing option focused on helping you get your phyto nutrients, gut support & GLOW on. Think Daily Wellness Shot

- Join the FIZZ FAM - THIS!!!! Join the “fam” let us help you ditch the toxic or inflammatory energy drinks. You will soon understand the FIZZ craze!!!!!! Clean, sustainable energy for focus & clarity

ALL of these are designed to help you make health a habit!!!!!!!! & we can't wait to help you join the club & experience the community & support we offer.

- Private group, recipes, shopping guides, personal coaching & more

### **IT'S ALL CONNECTED**

- One of my favorite things about this program is we talk about it ALL!
- We give you support & tips on ALL the ways to elevate your healthy living!!! INSIDE & OUT!!

### **YOUR SKIN!!!**

- Largest organ yet often neglected
- Arbonne's Nutrition helps support Healthy Skin
- You can't out GLOW a poor diet :)

- Your skin is a gateway into your bloodstream. Toxins in cosmetics & skincare can work against your quest for Healthy Living.
- 7 skincare lines & many treatment products - we help you customize!

(IN PERSON can highlight a few products & they can touch & feel...VIRTUAL, highlight your FAV!)

- The SUPER STAR is DermResults

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

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

In 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

## JOIN THE MOVEMENT

What are your needs? Our goal is to help you find the best fit. Which of the following speaks most to you?

## CLIENT & SHOP

We teach you how to 'One Stop Shop', at a discount - 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 orders
- 40% off the 30 Day Set
- Next group starts \_\_\_\_\_
- FREE product to choose
- Ongoing perks & savings!



## CONNECTOR

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

Whether you find yourself falling in love with our products & the 30 Days, or if you have a desire or need for change, it is my/our passion to help show others how to earn with Arbonne. We would love to share more about what we do & how you can make Healthy Living your business. We want ALL the help possible in spreading the gift of health & choices with EVERYONE.

- \$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](http://earnings.arbonne.com)

Highlight whats possible by sharing what your 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](http://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
- Make shakes, mingle, ask questions, collect orders, connect on social and do a drawing with the profiles

### VIRTUAL EVENT

- We (NEW IC) 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.

### FORTUNE IS IN THE FOLLOW UP!

- Work with your Host/New IC
- Friend guests on social or can have Host/New IC connect you via 3 way text/or DM to ALL guests individually. Make sure you know who they invited that didn't pop on
- GO OVER NEXT STEPS WITH YOUR NEW IC
- Book Dream Team if haven't already