

Welcome. Thank you for coming. Thank your hostess. (1 min) It is my hope that you get the information you need to make an informed decision.

You are being offered this gift because you are special (1 Minute)

- Share with your guest specifically why you invited them – why you think they would be great at this business. (If a small group, allow each Consultant to introduce their guest by quickly sharing why invited)

What are you most interested in finding out about tonight? What are your biggest questions? (If one-on-one or small group)(2 minutes)

- WRITE DOWN their questions (do not answer them now) and let them know you will be sure to answer them during the presentation.

I Story How you were introduced and why you are a Consultant (2 min)

What's important to you? These were the things I thought about when Arbonne found me. You might also worry about these things. (2 minutes)

- Spending time with family?
- Helping other people?
- Retirement savings?
- Vacation and travel?
- Freedom and flexibility?
- Being debt-free?
- Owning own dream home?
- Having diversified income -Plan B?

If we keep doing what we're doing, we keep getting what we're getting.

If we want to have something different, we must do something different.

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ARBONNE®



Network marketing is a viable solution for people. (3 minutes)

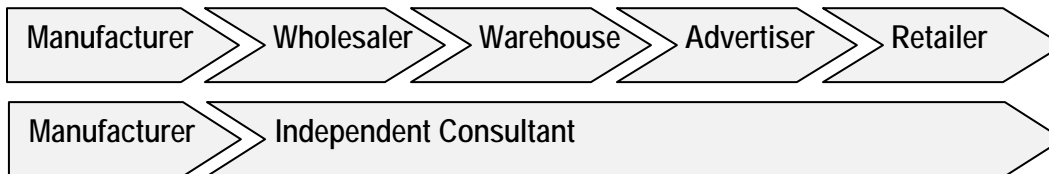
- Minimal start-up costs
- Can be built alongside your current profession or other obligations
- Great income potential. (From a few \$100 to replacing a full-time income)

What is Network Marketing? It is a simple distribution system that channels goods and services from the manufacturer directly to the consumer through a network of independent consultants.

- Cuts out the "middleman"
- More money for Research & Development
- More money for Consultant compensation



Traditional Retail



Network Marketing

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What should we consider when deciding on a network marketing company? There are 4 key factors (as defined by Dr. Charles King – renowned professor of business practices). (3 minutes)

- 1. Marketplace demand:** People want to look and feel their best. We are demanding **safe** cosmetics, body care, and nutritional products.
- 2. Consumable product:** Arbonne offers pure, safe and beneficial, high-end, yet affordable consumable products used 1-2 times a day = **reorders = residual passive income**. We teach people how to get what they want, when they want, shipped directly to them from our web site.
- 3. Timing and trends:** Beauty industry is booming (recession proof along with alcohol & tobacco industries). People are also seeking ways to diversify their income to offset uncertainty in marketplace. Arbonne has given us a huge pay raise (February 2009) so that people can make more money when they are just getting started with their businesses!
- 4. Ability to leverage your time:** As we build our businesses by growing our networks of consumers and Consultants, we are compensated with “thank you” checks from Arbonne for introducing these products and for training people how to do this business (every time they order).

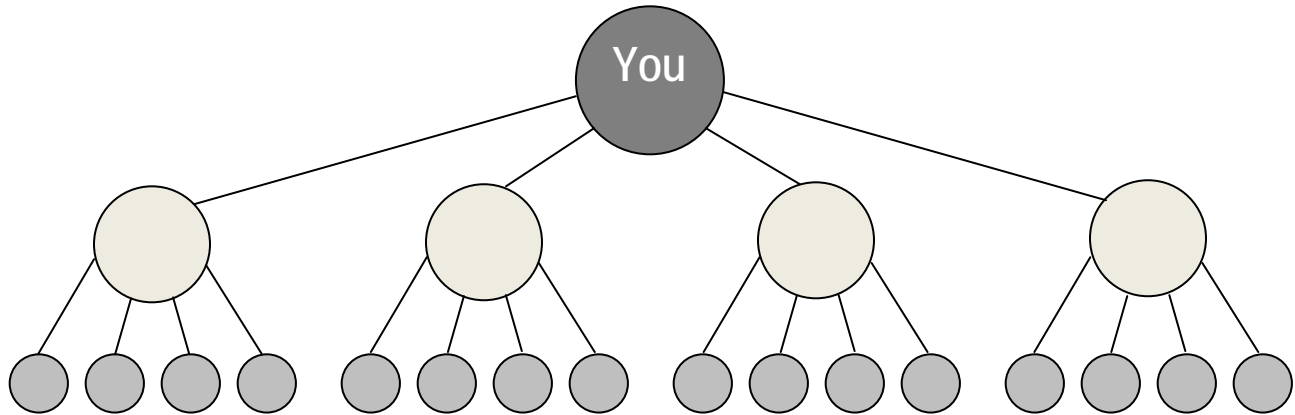
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Ability to leverage your time. (5 minutes) Create the security and flexibility you are seeking today. When you work 10 hours a week and teach and train 4 people do the same, you benefit from 50 hours!



This might look like a pyramid, but it is really more like a timeline. The people "above" have simply put more time into their business and they are excited to share everything they have learned with you. There is **no glass ceiling** – we get out of it what we put into it.

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We have a business building system. **We teach and train you!** (2 min)

- How to share the benefits of using pure, safe and beneficial products:
 - ✓ Botanically based
 - ✓ Hypoallergenic
 - ✓ Never tested on animals
 - ✓ No dyes
 - ✓ No mineral oil
 - ✓ pH correct
 - ✓ Dermatologist-tested
 - ✓ Formulated without animal products or by-products
- How to help people purchase these incredible products at a discount
- How to grow a business sharing Arbonne with others.

We just got a pay raise and rolled back qualification requirements.

It's easier to earn more money! (3 minutes)

	2003-2007	Since February 2009	More Benefits
Consultant	\$31.10/month	\$0-\$500/month	
District Manager	\$201.79/month	\$0-\$1,500/month	
Area manager	\$1082.96/month	\$0-\$5,000/month	Willable
Regional Vice President	\$4,511.22/month	\$0-\$10,000/month	White Mercedes Bonus
National Vice President	\$21,604.65/month	\$0-unlimited/month	\$100,000 Life Insurance

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Arbonne is for everyone. (3 minutes) **Are you a 1, 2, or 3?**

- 1. I'm interested in the product:** Become a retail client or host. Get superior products and excellent customer service. Earn rewards for hosting.
- 2. I'm interested in purchasing products at a discount:** For \$29 get 20% discount on all products for a year (no minimums). Host to earn more rewards.
- 3. I'm interested in building an Arbonne business:** Purchase products at 35% discount. Be your own boss by sharing these products and helping others to do the same. No inventory requirements and great income potential.

This business changes lives. (2 minutes) (Share what you have gained personally - or what you expect to gain - by doing this business) Hold up EOA stories of your upline and say, "I know I'm going to have the same success because they are teaching me how to do what they did and I'm coachable."

**Don't ask yourself, "What if this doesn't work."
Ask yourself, "What if it does?"**

"Shake hands with yourself in 5 years." – President Rita Davenport

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