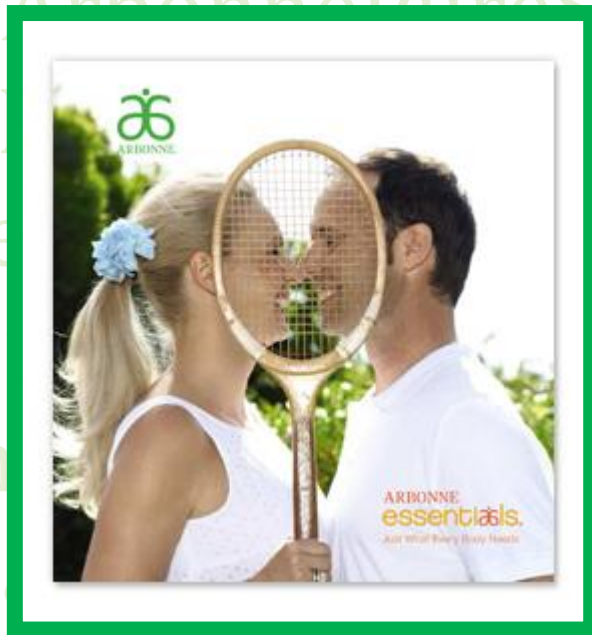


HEALTHY LIFESTYLE Information Gathering

30 Day Program

Revised 8/12



MAKE IT FUN & VALUABLE...!!!! Start no later than 15 minutes after start time, party no longer than 45 minutes. (*Remember this presentation is for group settings as well as one on ones. This is a very versatile presentation.*) **MAKE** it your own. Please feel free to personalize it to meet your style.

GOALS OF PARTY:

SPONSOR Business Partners and Preferred Clients, **SCHEDULE** more parties, **SELL** products

DISPLAY IS BEAUTIFUL & SIMPLE: featuring **Vanilla and Chocolate Protein Shakes, Chews, 1 - Pomegranate and Citrus Fizz Stick** along with plain **Bottle Water, Fiber, 1 - 7 Day Detox Cleanse packet, Metabolism Boost, 1 packet DIGESTION PLUS, Detox Tea, Re9 Firming Cream and 1 Women's Vitamin Pack.** **REMEMBER TO Setup TRIFECTA at Table!**

1. **Greet Guest – connect!** When 2-3 guest arrive, go to bathroom sink and, Let them wash their hands with **Detox Scrub**, follow with **Detox 5:1 Oil** and, **Gelee** on their shoulders –use this time to find out about them!

Or... just give Gelee to put on shoulders as you are having them intro. Themselves... Ask “who carries stress in your shoulders?” then let them sample Gelee.

2. Direct them to kitchen for snacks and then to make themselves at home in the presentation area.

YOU ARE READY TO START YOUR PRESENTATION, next card!

Let's start off by introducing yourself to me...

Have people Share their name and
(choose some opener question to break the ice)

EXAMPLE: What do you think of first when I say health and wellness?
What is the first thing that pops into your head?

Wait for answers....probably hear tastes bad, hungry, diet, etc....

Then... introduce yourself after you hear other's names and SHARE YOUR WHY in 30 Seconds or Less – Make sure everyone can Relate:

My name is _____

A tiny bit about you.

Tell about first exposure to Arbonne

What did you think?

What changed your mind?

I'm excited to be here to share these fabulous products with you and at the end I'll tell you a little bit more about my story.

**A LITTLE ABOUT ARBONNE:
HOW MANY OF YOU HAVE HEARD OF ARBONNE?**

ARBONNE is all about Health and Wellness from the Inside OUT. We will FEEL GOOD and LOOK GREAT! That is our company mission....

Arbonne is **30+ years old** (Started in 1980).

We have had **amazing growth** as a company.

We have gone **GLOBAL** – we are all over the USA ...and, now **in UK, Canada, and Australia**

What makes Arbonne Different: The ARBONNE ADVANTAGE!!! We have 400 different products that are **PURE SAFE AND BENEFICIAL** and they **GETS RESULTS!** We provide products that give you **INNER HEALTH AND OUTER BEAUTY**

We are made in USA. Research and development based on our Swiss Heritage & European Standards. Europe has stricter standards on health products and botanicals and more restrictions on their ingredients.

You are not what you eat, you are what you digest & absorb!

OUR FORMULATIONS ARE:

- **Botanically Based – GLUTEN FREE, NO Artificial Flavors, colors or sweeteners**
- **We are a GREEN company– all packaging is recyclable!**
- **No cholesterol, saturated fat, or trans fat**
- **Hypoallergenic**
- **Formulated without Animal by products or animal products – VEGAN CERTIFIED**
- **No GMO – (No Genetically Modified Organisms)**
- **Formulated without mineral oil** same molecular structure as motor oil; petroleum
- **Formulated without dyes, chemicals or harsh fragrances**

I am EXCITED to help change your view of what LIVING HEALTHY & WELL can *really* feel like!

Why are we here today? (INNER HEALTH AND OUTER BEAUTY)

We are here to learn about how to get healthy, FEEL your BEST and look AWESOME, losing weight is a side effect of using our products! How often do you hear of a positive side effect? I know that you have a choice as a consumer on what product brands you choose to purchase; my goal tonight is to educate you on why you need these types of products and why you would choose Arbonne as your brand.

First Why use these types of products

When you are at a natural, optimal body weight, you know it. You have lots of energy; your appetite is regular without cravings or binges, your clothes fit, and you FEEL GREAT! Our focus is to establish wellness and the weight loss follows. Most diets tell you that willpower, lower carbs, or restricted calories are the keys to successful weight loss but this is not how your body truly works. If your body is starved of nutrients, you actually hold onto weight. Permanent weight loss can only happen if you make healthy changes.

You will soon feel much better and be rewarded with clearer skin, more energy & vitality, better sleep, fewer aches and pains, better bowel health, improved mental clarity and loss of excess inflammation and toxic weight.

GIVE TESTIMONY of how much weight you lost, and inches. **(SHOW BEFORE & AFTER PICS)**

What is the Problem?

75% of American's are overweight, obese or morbidly obese. One third of our children are obese.

Obesity leads to diabetes, hypertension, stroke, dementia and Alzheimer's, numerous cancers.

Obesity is the leading cause of preventable death!

Americans are malnourished (not enough or the right kind of nutrients and biotics) but we over consume. Most of our foods are stripped of nutritional value thru processing and being harvested before ripening so we eat a lot of empty calories

This leads to cravings, constipation, acne, fatigue, irritable bowel syndrome, crohn's disease, numerous autoimmune diseases like lupus, and rheumatoid arthritis, etc.

YOU CANNOT OUT EXERCISE A BAD DIET. You have to decrease your toxic load and increase your nutrients to truly obtain a wellness state!

GOOD THINGS TO KNOW:

It is IMPORTANT to eat small frequent meals not skip meals

Prevents drops in blood sugar (keeps your sugar balanced which prevents cravings & binges) and keeps your metabolism pumped up. Small meals prevents your body from going into protection mode from lack of nutrients and start storing.

Stressors are the root source of disease

Stress on the body causes inflammation which is at the root of many disease processes like heart disease, rheumatoid arthritis, colon problems, auto-immune disease, etc.

Being sick is expensive.

Americans spend over 100 billion on medical care related to obesity alone.

A typical hypertension regime is over \$10,000 a year!

Share Bathtub analogy: faucet of water = toxins entering body, bathtub is your body, drain is your elimination organs. When our bodies are consuming toxins faster than the body can eliminate them the excess toxins are stored in fat cells to protect the body. What the medical community does is hand you a mop (medicine) when the tub starts to overflow instead of teaching you how to turn off the water and unplug the drain (reduce toxin intact and improve elimination)

Lowering your body weight by as little as 7% can take away a medicine.

Whey & Soy vs Arbonne Vegan (yellow pea, brown rice & cranberry) Protein

(ONLY FOR YOUR INFORMATION IF YOU NEED TO REFER TO IT, you do NOT have to share this)!!!!

Soy is allergenic, cannot be used to build muscle because of its low incorporation levels, it contains phytoestrogens that can lead to estrogen dominance which leads to fatigue, weight gain, insomnia, increase risk for chronic disease and feminization of men.

Whey is a milk derivative, it is allergenic (not just a milk allergy), it is loaded with bovine white blood cells. it is **HARD TO DIGEST** so it can deposit in the intestinal track and colon and it can lead to long term kidney and liver problems.

Vegetable (yellow pea, brown rice & cranberry **COMBINED**) protein is easily digested therefore, has **HIGH Amino Acid Score of 100** = high quality, <100 = lower-quality protein, without the allergic reactions (100% hypoallergenic) of dairy & egg protein, does not create gas or bloating and can be used to create muscle, promote healing, etc.

Note: Amino Acid Score is a method for evaluating the relative nutritional quality of different protein sources based on the protein digestibility and usability. If you can't digest it, you can't USE IT or ELIMINATE IT properly! Arbonne Protein has an Amino Acid Score of 100 = HIGH QUALITY!

To utilize a healthy lifestyle We are going to add 5 Key AREAS of FITNESS into our lifestyle:

- (1) EAT CLEAN** ---we are focused on more organic whole foods free of preservatives, additives, pesticides, hormones, antibiotics, artificial flavors and all other toxins. Food is either fuel or poison.
- (2) INCREASE NUTIRENT INTAKE** – because of fast food, prepackaged foods the US is the MOST overweight, malnourished country out there!!! We are carrying toxic fat while our bodies are starving for real nutrition – we will reverse this condition.
- (3) DECREASE ALLERGENIC and ADDICTIVE FOODS** – we will decrease possible allergenic foods like gluten, soy, dairy and processed sugars. Usually the food you crave is the food that’s killing you.
- (4) BALANCE BLOOD SUGAR** – we will eat to balance our blood sugar to reduce food cravings.
- (5) SUPPORT EILIMINATION ORGANS** – we will support the body’s four elimination pathways – the liver, kidneys, intestines and your largest detoxifying organ, your skin. Letting these organs perform optimally!

Remember, WE are TURNING THE FAUCET OFF – stopping the TOXINS coming into our BODY while unplugging the drain...CREATING HEALTH!!!

Use this statement to DISCUSS DETOX CHART ON NEXT PAGE!

Did you ever wonder why so many lose weight only to gain it back plus a few pounds? Well the answer is because they are dieting vs nutritionally cleansing.

AGAIN, THE PORTION BELOW IS FOR YOUR INFORMATION TO REFER TO AND UNDERSTAND ONLY...YOU DON'T HAVE TO SAY THIS NEXT PORTION AT YOUR PRESENTATION!!! Just go to the DIGRAM on NEXT card!

If you lose weight and do not get rid of the toxins in your body your body actually becomes more toxic because the distribution of toxins to body weight is higher. Think of a tablespoon of salt in a gallon of water vs a tablespoon of salt in a cup of water. The beauty of using a healthy nutritional cleansing system like Arbonne is that you are eliminating toxic stores from the body while losing weight (teaspoon of salt in a cup of water)

When the concentration of toxins increases the body tries to protect you by storing the excess toxins in fat, it will create more fat if you do not have enough to accommodate all of the toxins thus leading to more weight gain!

NUTRITIONAL REBALANCING IS NOT A DIET

fat is created to protect body from toxins & impurities creating unwanted weight



To summarize WHY we need these products.

SIMPLY PUT...

Stress comes from stressors like emotional distress, the environment, processed foods, extra weight and being inactive.

Stress leads to toxic build up which leads to inflammation which leads to the disease process.

Decreasing stressors will decrease the toxins which decrease inflammation which will decrease disease breeding ground!

You could purchase and prepare healthy food choices that decrease toxic load and increase nutrients for all meals, snacks and drinks. However, this takes a lot of time and money and most will not do it!

Or

Use can choose to use arbonne essentials!

Arbonne has done all the work and has made clean eating EASY and affordable!!

We provide complete, balanced nutrition that maximizes absorption and effectiveness.

We deliver RESULTS while being PURE SAFE and BENEFICIAL

So now that you know why we need the products and what sets Arbonne apart as a brand let's review and taste the products!

Products that increase NUTRTION:

Protein shake (Mix With 1 Fiber Scoop) - 20 grams of VEGAN protein, amino acid score of 100, plus 20 essential vitamins and minerals per serving – chocolate or vanilla flavors. Yellow pea, cranberry & brown rice protein is most digestible & absorbable forms of protein available which gives you results without the medical complications of kidney failure and digestion complications that other sources of protein can cause. Can make your own YUMMY PROTEIN BARS TOO!

Fiber Boost – 12 gms of fiber supplements fiber intake (24-30gms/day recommended...avg American takes in only 7 gms/day) helps you feel FULL! Tasteless, colorless, odorless & TEXTURELESS! Non thickening!

Fizzy Stick Energy Drink (alternative to your morning coffee) ---high energy fizz boost and sustain energy to increase metabolism. Great pick me up throughout the day when sluggish. – Pomegranate and Citrus flavors. Very Alkaline drink – disease cannot grow in an alkaline environment!

Weight Loss Chew – ideal snack to control appetite & cravings while delivering energy boosts to keep energy level sustained. Good for sweet tooth.

Products that aid in DIGESTION of FOODS & ELIMINATION of TOXINS:

Digestion Plus –contains prebiotics, probiotics and 11 digestive enzymes. The awesome Arbonne advantage is we don't just have probiotics we have Pre-biotics which is food for the probiotics so they are even more robust AND we have 11 digestive enzymes that help break down foods like lactose, protein, etc.

What is important to know is...IF YOU CAN DIGEST IT YOU CAN EITHER ELIMINATE OR USE IT!!! No toxic overload allowed but INCREASE nutritional state achieved!!!

Detox tea – herbal tea with 9 botanicals that support the liver, kidneys & blood detoxification for overall health. – Great way to start and end your day! (One of our clean the drain products!)

7 day detox cleanse – gently scrubs your intestinal track. Makes elimination more frequent but not urgent.

Metabolism Boost – Helps metabolize (break down) Carbohydrates & Sugars!

Additional Products:

Immunity booster – this is a powerful drink shot that provides antioxidants and supports your immune system.

Vitamin c equivalent to 1.5 oranges

Vitamin D equivalent to 16 oz milk

Riboflavin equivalent to 1 cup almonds

B12 equivalent to 10 eggs

Zinc equivalent to 2 cups lima beans

Selenium equivalent to 3.5 cups of white rice

Antioxidants equivalent to 3 apricots, 5 zucchini, 1 kiwi, 1 cup watermelon, 1 cup cucumber

All in a 40 calorie great tasting shot!

Daily Vitamin Power Pack – complete nutrition with 20 essential vitamins and minerals. Delivers antioxidants, minerals and super fruits. Promotes energy vitality and longevity. Supports eye health. Gender specific packs. 5 supplements per pack. 2 probiotics, 750 mg antioxidant blend.

Please KNOW Arbonne has done all the WORK for you for your meals....you will only have to prepare only ONE CLEAN MEAL a day! The rest is done. It will be SO SIMPLE to change your life!

It will cost the same or LESS than your normal diet & save you THOUSANDS of dollars in medical bills!!!

Our products GET RESULTS! Whatever they say they will do, they will do....guaranteed or your money BACK!

We have 300-400 other products, our Product line includes: skincare for anti aging men and women, acne, basic skincare for the younger teens, nutritional line of vitamins, aromatherapy, fragrance, hair care, Seasource Detox in home spa treatment to rid toxins and chemicals while you bathe, and, then of course our weight management line we are sharing today.

(Share a few of the “tickler” products from our other lines...SHOW BEFORE & AFTER PICS!)

(IF you also want to do a quick talk about the RE9 products go over the next card)

Beauty from the inside to the out! Discuss quickly the Re9 skin care line.

We've talked about taking care of your inner health now let's discuss your outer beauty.

RE9 Advanced is one of our most exciting product lines in Arbonne history. This line contains a blend of clinically proven, collagen supporting ingredients that produce significant results in as little as 24 hours. It does this by increasing the moisture level of your skin, which improves the appearance of fine lines, wrinkles, texture, pore size & redness.

Six products work together synergistically (more powerful together than individually) to visibly reduce and prevent the signs of aging through 9 powerful and effective anti-aging ingredients.

Soothing Facial Cleanser removes dirt, oil and makeup cleanses, smoothes and renews skin's surface

Regenerating Toner brings the skin back to the proper pH (spray in air)

Corrective Eye Crème This exclusive blend supports collagen, reduces puffiness, diminishes dark circles.

Intensive Renewal Serum -The purpose of this product is to increase cell turnover

Restorative SPF 20-Day Crème protects healthy skin cells w/ hydration, vitamins, antioxidants

Night Repair Crème - Our skin is able to repair more efficiently while we sleep

Makeup Primer - Allow your guests to try a small amount of makeup primer on the back of their hand

DISCUSS OPPORTUNITY - The products are amazing. But, some of you may have never realized how much income you can make with an Arbonne home based business. This may not be for you, but, please let me know if you know someone this could help.

Share levels here: **District Manager \$200 - \$1,000/month**, **Area Manager \$1,000 - \$3,500 a month**, **Regional Vice President Level (the White Mercedes level) \$3,500 - \$9,000 a month**, **Top & LAST LEVEL in Arbonne - National Vice President** - average income is **16,000 a month** and **NO CEILING!**

Or...you can say:

“Most people have a”NUMBER” (dollar amount) at the end of every month that would help them live healthy & well FINANCIALLY...providing you with more FREEDOM & FLEXIBILITY!

Just so you know about the income opportunity of our company...You can make a few hundred dollars/month to several thousand dollars/month! Whatever “NUMBER” you have...Arbonne can help you achieve it. You can achieve this by simply telling others what you LOVE about the products and income opportunity that has Arbonne provided you!

If you are interested in hearing more about the opportunity for INCOME, I would love to visit with you!!

There are 4 Ways you can be a part of Arbonne:

1. **Client** – Pay retail... 45-day \$ back guarantee, personal consultant.
2. **Become a Preferred Client** - Pay \$20 to get a 20% discount for a full year
3. **Consultant ..** Do what I do or use to get 35% discount for one year \$79
 - a. **Hold up your NVP EOA picture** and Briefly tell their story.....
 - b. **Hold up Carleeta's EOA picture** nurse practitioner- took care of others babies someone else taking care of hers –money but no time

THESE ARE THE WOMEN I AM FOLLOWING

4. Friends, if you are like me – YOU WANT IT ALL! You could do what your friend _____ did tonight and have a couple of your friends over for a girl time pampering! **Have a little get together.** 3-5 women for spa party, makeup party or healthy living tasting party ---- **SHOW BOOKING GIFT** OR – you can say “IF 3 of you do a gathering with 3-5 of your friends, your hostess will receive an extra \$100 in products tonight! Or you could offer **DOUBLE THE DISCOUNT 40%** your order tonight for ordering as well!

Now it's time to shop.....If you choose to be a preferred client, here are some special options for you.

When you Signup for \$20 as a PREFERRED CLIENT OF ARBONNE - you are eligible For our BEST DEAL that will give you the BEST SAVINGS.....for the COMPLETE 30 day package that will set you up for SUCCESS!

Distribute the catalogs and show coupons.

IF there is anyone who needs to leave early, I will be glad to help you first!

Note...just for your info: The goal is to START clients on the TWO product lines that Arbonne offers us to build a viable, THRIVING health & wellness business and help everyone you share it with live healthy & well...from the inside out!!

THE INCOME OPPORTUNITY IS YOUR BEST PRODUCT...HANDS DOWN, OFFER IT TO EVERYONE YOU MEET & SHARE THESE PRODUCTS WITH!!!!!!!

