

## Warm Up

Quick hello and light talk. Then get to the point.

This is about them, don't talk about yourself here.

Be confident! Your belief and mental posture will determine your success.

Also, you are not convincing them, simply helping them decide what works best for them.

Thank you for trying this, \_\_(name)\_\_!! Tell me what you liked best about it!!

Which one was your favorite? What felt different from the other things you've used?" (Smile.

☺ Whatever she/he says is good! Enjoy the conversation – and them.)

"If I could, I'd like to share a little about the Arbonne products with you and why we're different. I'd like to share a bit about the income side of Arbonne too. I just want you to know what I do. This may or may not be a fit for you but I can tell you it's definitely worth checking out – and right now, I'm more excited than ever to share Arbonne with people.

I want you to keep an open mind (Smile!) because you're exactly the kind of person who does great at this kind of business (if that's true)

(OR) because you'd be really good at this –

AND I'd love to have you join me in this business and work with you!

Our team is growing quickly because lots of people are looking for a plan "B" and Arbonne offers it.

I'll ask you some questions and we'll see if Arbonne is a fit for you.

And then I'd like to share some information with you about Arbonne, the company.

Okay? (Or) May I do that?

**ASK**

I'd like to just ask you questions about the personal care products you're using . . .

Are you buying –

Hair Care products? Body Lotions? Make-up? Vitamins? Energy Drinks?

Do you currently purchase at wholesale or retail?

Are you into health and wellness at all?

What products do you purchase products for your family?

Acne products? Lip gloss? Baby products?

What about bath and spa products?

This is what I do, (name). I help people look and feel better by using safe, healthy products that are designed to work together for results and benefits.

I'm not asking people to spend money they're not already spending – just to consider redirecting the money they're spending in order to buy products that are healthier and work better.

AND I help people save time and money by getting products at a discount over the internet.

And then I do this, (name). I show people how to build a business by using and sharing products that builds a strong, residual income.

**TELL**

**Hold the catalog where they can see it and say....**

This is our catalog. I love it. It's beautiful and it's filled with valuable information.

I use it as a resource! We have over 400 products – and they're different from anything you'll find in the marketplace.

The Arbonne advantage is what makes our products so incredible!

And I'll explain that in a minute.

Here is the product line that you just tried. There are many other products in this line that are just as wonderful. They're pure and safe --

And beneficial! They do what they say they'll do!

(If you'd like, share a favorite from the line she tried, do.)

**Turn to DETOX**

This is another amazing line that Arbonne introduced last year.

The SeaSource Detox Spa.

It's an entire line of products that works to get the toxins out of your body and off of your skin and hair! It complements all the other products - the RE9 system, the FC5 products, the vitamin supplements. All of them - by helping us get heavy metals and other pollutants out of our system.

I love this line and I feel so much better after using them.

(Again, you can share a favorite if you'd like.)

**Turn to WEIGHT LOSS**

This is our Figure 8 weight loss/weight management line.

My husband and I use all of these products. They're part of our nutrition and our daily routine.

This line is great for weight loss, but it's also great for weight management and good solid balanced nutrition.

Besides that, everything is quick and convenient to use - and they taste great!

You get 20 grams of protein per serving in the Protein Shake – for example – plus vitamins, essential fatty acids, alpha lipoic acid and even Coenzyme Q10!

You know, I'm sure, that all of these supplements are in high demand right now for their superior health benefits.

So - you can see we have so many amazing products! **(Wait - response)**

I'd like to tell you a little bit about the income side of Arbonne.

(Put down the catalog and pick up your flip chart.)

## Page 1 of Flipchart

I've decided to build an Arbonne business because (quickly tell your Why).

(EXAMPLE: Spending time with friends and family was what I was really after. I was working a 70 hour work week in medicine and was dying to have more time with my kids.)

That is why I started an Arbonne business and why I continue to build one today.

What's important to you\_\_\_\_\_?

If time and money were not an issue, what would you be doing?

## Page 2

Arbonne is a Swiss health and wellness company that delivers products through a network marketing business model. Basically, Arbonne skips the department store. That means we can offer premium Swiss skin care and health and wellness products at a reasonable price because we cut out the middle man. Swiss formulas are known globally, around the world, as the very, very best. If Arbonne's products were sold in a department store, they would cost twice – or even three times as much as our price.

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Let me explain why network marketing – direct sales – is becoming so popular.

2008 was the first year that internet and direct sales exceeded retail sales! And that number is growing. Robert Kiyosaki who wrote Rich Dad Poor Dad - Have you heard of that?? - just wrote another book - The Business of the 21<sup>st</sup> Century. He says our profession – direct sales; network marketing – is the best profession to get into right now.

ONE of the reasons why this is working is because I can build this business alongside my (current work). (State what you do or something about your life so they can relate.)

It's just smart business because I'm working part time at this, but building an income that is growing! Jim Rohn, a millionaire in direct sales, says,

“You can begin by working part time on your fortune while you're working fulltime on your job.”

The start-up costs were minimal - and there is absolutely no risk!! Not with Arbonne! 😊

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There are a lot of Network Marketing companies out there. Why choose Arbonne?

1. Marketplace Demand – Everyone's interested in health and wellness now. We have a strong marketplace demand with all of our botanically-based products. And EVERYONE is our consumer. We have products for everyone in your family.

2. Our products are Consumable. The products are purchased often. My husband and I buy vitamins and other supplements every month. I have people who joined me to purchase products at a discount four years ago and they're still ordering regularly today.

I did the work then, but I'm still getting paid for that work today!

That's residual income!

3. The Timing has never been better. More than at any time in history, the Trend is towards health and wellness. (The wellness industry is expected to exceed \$1 trillion in 2010). AND people are looking for alternative ways to make money, to have some financial security – PLUS people want to choose how to spend their time. They want financial freedom AND time freedom. I do!

4. You want a company with a generous compensation plan so you can leverage your time. I'll tell you more about that in a minute . . . Arbonne has one of the most generous compensation plans in the industry.

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Here is what makes Arbonne products different. This is the Arbonne Advantage and why I have confidence to do what I'm doing. It all begins here . . .

*Botanically Based.*

*PH Correct*, ph correct not ph balanced , if products are not ph correct, you can cause your skin to be irritated and dry or breakout prone, especially babies' delicate skin.

*Hypoallergenic*

*Dermatologist Tested*

*Never Tested on Animals* –and we use no animal products or by-products.

Many companies use ingredients like collagen, elastin and lanolin. Lanolin is the lubricant that sheep produce under their wool. If I scratch my head, what's under my fingernail is like the lanolin that sheep produce.

*Arbonne formulates without mineral oil*, which can clog pores.

*We don't use dyes or harmful chemicals.*

PURE. SAFE. BENEFICIAL. For you – and your whole family.

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This is why this is smart business. This is how you leverage you time.

This is you. (Point to the little “person” figure at the top of the chart.)

If you were able to work 10 hours a week and find four Consultants who do the same, you'll be getting paid for working 50 hours a week!

Another way to leverage my time is “word of mouth advertising.”

A recent study showed that if a woman likes a product, she'll share it with at least 25 other people!

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We have a simple system.

Try it before you buy it. People love to try before they buy. And then you just follow up! Arbonne's products sell themselves.

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## Page 10

We earn money in Arbonne through bonuses, overrides, and incentives.  
This is just a simple chart of the average incomes at each level.  
These are average – you can make a lot more than this.

(I read through the chart with them and say,

“As a Consultant, you earn 4%. You can make money by sharing Arbonne with you family and friends and signing them up under you.”

“As a District Manager, you make 8%. When I put in a little time, I made \$200. When I put in a lot of time, I made \$700!

“The average income for an Area Manager is .....”

“The average income for a RVP is \_\_\_\_\_ and this is where you get to drive the company car – a white Mercedes Benz.” (Smile!!)

“And the average income for a NVP is \_\_\_\_\_. Becky was making MORE than this after only four years!”

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There are 3 ways you can get involved with Arbonne.

As a **Client**, you shop at retail – the prices in the catalog and the prices online. Even at retail, the prices are very competitive in the marketplace. I take great care of you, let you know when there are specials, etc., and give you great customer service.

I tell people that I would love to earn your business if they choose to be a Client.

The second way is to become a **Preferred Client**. You get your own ID and PIN and you have access to Arbonne’s website so you can shop online. You get a 20% discount, sometimes even 50%. Arbonne gives you a free product with your first order if it's over \$150. You can choose any single item in the catalog worth \$100 or less. You get it free! A gift from Arbonne!

It costs only \$29 to sign up and you get your discount on your first order. There are no minimum orders, no monthly quotas, no obligations, and no risk. If you enjoy the privilege of shopping online at a discount, you have the option to renew the next year for \$15.

The third way is to be a **Consultant** like me! You receive a 35% discount on all your products and you can then start building a business and earning an income! You can make a little or a lot. Extra money for a car payment or enough money to replace your current income.

It costs \$109 to sign up as a Consultant and you get a Starter Kit with about \$100 worth of business tools in it. Catalogs, samples. Arbonne has great business tools.

So,     (name)    , where do you see yourself?

A Client, a Preferred Client, or a Consultant? Wait for their response

The following is the verbiage that I've not changed. Use it if you prefer.  
Then take it from there!

1- just interested in the products 2- interested in getting the products at a discount or 3- you want to join the team as a consultant?

1 - Client -Use the catalog, order form, invitation and referral sheet and say...

Great, let me make some recommendations for you...take them back to the catalog and show them the Skincare Set they sampled.

2- Preferred Client- Use the Close sheet for PC's ,Catalog, order form, Consultant form, invitation and referral sheet and say

Great! Here are our most popular deals.

3- Consultant - Use the Business Builder Options Sheet , Catalog, order form, Consultant Application , invitation

Great! Here are some of our most popular deals. It's \$109 to sign up as a consultant. These are some options to help you get products to "Arbonnize" your home and to have some testers to show. If you have the budget, get some testers ASAP.  
If not, we'll help you to earn them.

## **GIVE**

An invitation to learn more about Arbonne Products and business.  
Discover Arbonne Event ( snowball)or Business Briefing in your area.

**GET** referrals from clients and preferred clients.

I build my business through referrals. Who do you know who would love to try the products?

When people make a purchase or join my team, I give you free products as a "thank you."

**Pull out referral sheet**