

ARBONNE's 30 Days to Healthy Living April 2020

- **Introduce yourself**
- **Share your story** with focus on the program - no longer than 2-3 minutes
- **Arbonne is a 40 year old company.** We believe in a holistic approach to health, beauty and well-being. We the number one global brand for healthy living inside and out.
- When it comes to personal care and nutrition, **what's in your products matter** and what's NOT in your products matter. When it comes to Nutrition and Personal Care did you know that the US has banned 11 ingredients, Europe 1400, and Arbonne prohibits over 2000 harmful ingredients, such as PEGs, parabens, phthalates just to name a few. Our products are Vegan formulated without gluten, and cruelty-free.
- Today we are focusing on our 30 Days to Healthy Living Program. This program teaches you **how to make better choices** in the foods you eat and you will discover which foods fuel your body and which foods sabotage your body!

What is 30 Days to Healthy Living?

- It's a program that offers **support, accountability**, and a jumpstart to a healthy lifestyle. It can help you change the relationship you have with food if there are some foods you need to break up with!
- This is **not a fad diet or a rapid weight loss program.** There are no counting points, calories, fat grams etc.
- We **educate and teach** people how to successfully create habits that can become a healthy lifestyle.
- Just like we change the oil in our car, we must also hit reset button with our bodies
- Common thinking is if you lose weight you will get healthy. In reality, if you get healthy your weight usually takes care of itself.
- This program is designed for busy people to help bring more "health" into their lives because it's SIMPLE, EASY TO FOLLOW, AND CONVENIENT

- The program can show you how great you were meant to feel.

Many people don't think they need our 30 day plan but let's talk about some challenges you may be experiencing. These challenges can be your body's way of telling you it needs a reset. As I read these off, ask yourself if you are experiencing any of these.

- Bloating
- Feeling Foggy
- Constipation and/or Diarrhea
- Craving Sugar
- Craving Caffeine
- Food Cravings (especially "fake/processed foods)
- Don't Sleep through the Night
- Lacking Energy
- Feeling Anxious
- Skin Issues
- Unwanted weight

If you are experiencing any of those things, it may be time for a 30 day reset because these are some physical signs of toxicity. Toxins are defined as anything your body can not use as fuel. Toxins are in our food, our personal care products, the air we breathe. This means we ingest, absorb and breathe toxins in every day.

Here's an interesting fact - What do you think happens to excess toxins? Your body creates adipose tissue, aka fat cells, to house the toxins in order to protect the vital organs.

Let's talk about some of the benefits people experience after going through 30 Days to Healthy Living

- Weight management - You cannot out exercise or out diet toxicity and 30 Days to Healthy Living is all about getting healthy. When you create a healthy environment inside your body, everything else can fall into place.
- Increased energy and focus
- It can reveal foods that are sabotaging your health and what foods fuel your body
- Decreased sugar, unhealthy carb and "fake food" cravings
- Improved sleep and eliminating poor concentration/feeling foggy
- Decreased feeling of being anxious
- Beautiful, glowing skin and hair

In person events: Explain the Nutritional Rebalancing graphic:

- The person in Figure 1 decides to diet, cut calories or exercise and they see some body changes. But they don't get rid of the toxins. They are actually more toxic than before (Figure 2). This triggers the body's need to create fat (fat cells protect vital organs from toxins). This results in rebounding, and the body returns to its original state.
- But cellular cleansing in Figure 3, removes toxins from the body, creates lean muscle and melts away excess fat. Maintaining nutritional balance keeps the body naturally lean while cleansing manages toxins.

What does the program focus on and what does a sample day look like?

- **Eating clean, whole foods** – The plan focuses on replacing 1-2 meals with our nutrient dense, plant based protein shakes and having 2-3 compliant snacks and 1-2 whole clean meals depending on what your personal goals are (so things like, fruits, vegetables, lean beef, chicken/turkey, wild caught fish, complex carbs like brown rice, sweet potatoes and healthy fats).
 - If you can follow simple directions, I promise you, you can do this program and have success.
- **Eliminating Allergenic, Addictive and Acidic Foods** – MANY people experience poor health and symptoms like fatigue and excess weight and have NO IDEA that the solution may be as simple as removing possible food allergens and sensitivities. Most of the time we don't even know that we have these sensitivities because they are such a constant in our lives that we don't know how great we would feel without them. So for 30 days, we eliminate those foods that could be causing more harm than good to our bodies.
 - **Refined sugar:** it is highly acidic and addictive. It increases insulin, which increases fat storage.
 - **Artificial sweeteners:** it's worse than sugar. Over 90 medical conditions linked to it.
 - **Gluten:** Highly allergenic – over 50% of the population has reactions to gluten (headaches, bloating).
 - **Dairy:** Highly acidic and allergenic. Loaded with sugar, hormones and antibiotics.
 - **Whey:** It is a derivative of dairy and cannot be fully absorbed. Vegan protein is much better.
 - **Soy:** It mimics the activity of estrogen in the body, which has been linked to cancer in women.

- **Coffee, alcohol, sodas and unhealthy energy drinks:** All addictive and some are loaded with sugar & gluten.

These are all things that are not serving you and that are sabotaging your health. But don't worry, we have healthy alternatives for just about everything with our program so you won't feel like you're missing out on anything - even a gooey chocolate brownie

- **Increasing your nutrient intake by supplementing with Arbonne products. When you purchase the kit, you will get everything you need for 30 days and then some.**
- - 2 Bags of **Vegan Protein** (Choc/Vanilla) which gives you 60 meals. These shakes are unique because they have a patented energy complex blend designed to help your body address toxicity. (if asked, 20 grams of protein from cranberry, brown rice and yellow peas)
 - **Daily Fiber Boost** odorless, tasteless and not gritty. Gives you 1/2 of your daily fiber requirement. Fiber is a sponge for toxins, absorbs them and moves them out of your system (doesn't make you run to the restroom). Fiber regulates blood sugar and keeps you full (if asked, soluble, 30 Servings)
 - **Digestion Plus** –This one of most amazing products Arbonne carries! It contains:
 - Pre & Probiotics and 11 Digestive Enzymes
 - Promotes a healthy gut which is vital because 80% of disease generates from your gut. Your immune system, complexion and serotonin, which is responsible for mood, are housed in your gut
 - Reduces gas, bloating and digestion issues
 - Increases nutrient uptake from the foods we eat (30 Servings)
 - **Energy Fizz Sticks** – These will replace coffee, soda, sugary energy drinks and alcohol. They come in pomegranate, strawberry and citrus. The energy comes from B vitamins, guarana, and green tea. The fizz sticks increase energy and promote alertness. They are low calorie, help support healthy blood sugar levels already in the normal range, help metabolize carbohydrates, fats and proteins to provide energy. (60 Servings)
 - **Herbal Detox Tea** (40 Servings) –can drink it hot or cold, caffeine free, has 9 botanicals that support the liver and kidneys
 - **Body Cleanse** – which we use during week 3 of the program, helps detoxify by cleansing your system with our lemon-ginger flavored formula,

it contains Aloe that soothes the G.I tract, ginger supports healthy digestion, and choline supports liver function.

- **Greens Balance** (I recommend adding this on if you can or selecting it as your free product). One scoop provides a full serving of a rainbow of fruits and vegetables, you can add it to your shakes or plain water. It's a great way to easily increase your intake of a broader bandwidth of fruits and vegetables, it contains prebiotic fiber, powerful phytonutrients and antioxidants

When you purchase the 30 Day kit, you get all of the products I just mentioned and get a consultant, me. I will coach you through the program. You will also be added our private FB group with others who educate and teach you how to successfully create habits that can become a lifestyle. You have access to all of our recipes and meal plans.

This program has 100% changed my habits and my health. The results speak for themselves and every day thousands of people are joining this movement to become healthier versions of themselves. I hope you will decide to take on this 30 Day challenge. I cannot wait for your story to get started and for your journey to begin. I want to thank you again for taking the time to learn more and I hope you all decide join us!

If in person continue with (if virtual save this information for follow-up)

Cost?

- Our program comes out to be less than \$9 a day which ends up being less than \$5 a meal. This is NOT an addition to your grocery bill. It becomes 1/3 of your food and grocery bill. So I want you to think about last month and tally up what you spent on all food and drinks including eating out, alcoholic beverages, convenience store stops. I bet you would be shocked. So while this is an up-front investment, over the 30 days this program will actually save you money and it saves you time and comes with a 45 day money back guarantee! That is reason enough to jump in and do this program!

So let's end with the Options available to you on how to get the kit and get started.

Option 1: You can become what we call a Preferred Client which is our Discount Membership program (similar to a Costco/BJ/Sams Membership) and it's \$29/yr. This gives you discounts and deals for a year and when you purchase the 30 Days Kit, you will get 40% off the retail prices, free shipping and a FREE product of your choice from our top sellers list. Signing up for the preferred client account makes the price of the kit \$266.40 plus the \$29 fee for a total of \$295.40 plus tax if your state taxes nutrition.

Option 2 – Now that you have heard about our products, our mission and what we stand for, you might want to learn more starting your own business. If so, I can share more information with you. Arbonne is a growing company, even at 40 years and what we do is so simple, we:

1. Redirect our spending to healthy, clean products at a discount from our own Arbonne account
2. Show others how to do the same and get compensated on our personal sales and team sales
3. Share with our friends, family and social network how healthier living is helping us

And one question I'd love for you to ask yourself, if you keep doing what you're doing where will you be in 5 years? When someone asked me that years ago, it _____ . Jumping into this business has been one of the best decisions I ever made so if anything I said intrigued you, and you enjoyed learning about this brand, I would love to show you how to have your own online business.

Are there any questions you would like to ask now?

Follow up with each person individually.

Great questions to ask:

What did you love most about what you heard?

What questions do you have for me?

Do you want to join our 30 day challenge?

This consultant-created training material has been produced by Dana Collins and Debra Schmidt, Arbonne Independent Consultants and has not been prepared or provided by Arbonne.