

Product + Business PowerPoint slides script updated 2/2/2023

Thank you for taking time today to have a look at what I'm doing and why I'm so excited to share with you why I have partnered with Arbonne.

Slide 1

Arbonne is a global force in clean, conscious, and connected wellness.

I Want to break down for you what this means. Let's start with Clean.

Slide 2

Clean - gluten free, vegan, non-gmo, no artificial colors, flavors or sweeteners, we never test on animals, we continually strive to eliminate ingredients that are harmful for the environment and have a negative impact on you and our communities. We ban over 2000 ingredients compared to the 1400 ingredients banned in Europe and the roughly 30 ingredients banned in the US. We believe that what IS and what ISN'T in the product is what makes the difference.

We continue to set the standard in the industry and continue to back our formulations with certifications, science and third-party testing. Our products give real health benefits with high impact results.

Slide 3

Conscious – what does that mean for Arbonne? Wellness has a purpose. That purpose is to better your physical, emotional, mental and environmental well-being.

We are driven to do what's right for people, product, and the planet.

For 43 years, arbonne has created conscious, positive change within the health and wellness industry, within our communities' lives and in the environment. We prioritize transparency and sustainability in all we do.

We are proud to be a Certified B Corp! To note...only 4% of companies who apply to be a certified B corp get the certification and we currently have the highest score out of all nutrition companies in the world.

Slide 4

Connected - Arbonne delivers beyond the product. We are a catalyst for change. A wellness community that connects personal consultation with an immersive digital experience to help customers find healthy living products that fit their needs today and tomorrow.

We believe in the power of human connection and co-creating an experience with our community of consultants and customers. We actively bring together many people to accomplish what one cannot lone. At Arbonne, we are with you in your wellness journey.

Slide 5

The products that we offer are skin-care, nutrition, make-up, haircare, and body-care. Products that most people are using every day. Just think about what you have already used today.

Slide 6

80% of our skin problems start in the gut as well as 80% of our immunity. Our best-selling lines are our nutrition program and DermResults hands-down the best skin care ever. These work synergistically to create the results you want!

Slide 7

With the 30-Days to Healthy Living program not only do the products work but they taste amazing too. This plan will help you create healthy eating habits for life. Who would love some new healthy habits?

Slide 8

You can customize your set to meet your needs! One or 2 shakes a day can replace a meal. We not only provide nutritious and delicious menus; we also offer support to keep you on track with encouragement from a like-minded community and coach. We want you to succeed. That makes a huge difference!

Slide 9

Not ready for a 30-day commitment? **Healthy Habits Set** includes protein shake (20g clean vegan protein to help you feel full), GutHealth Digestion & Microbiome Support with enzymes, Fizz Sticks to boost energy, and CleanTox Tea to support normal functions of liver & kidney.

Slide 10

Need a power surge to start your day. The **Green Drink or Green Shot** is for you. It is made up of the SuperFood Greens (36 fruits and vegetable in each serving), Pre and Probiotics and enzymes, and our SkinElixir Collagen Builder. . Could it get any better than that?

Slide 11

Here's the Scoop on **DermResults** a collection designed with the most efficacious and advanced skincare formulas you would normally find at the dermatologist's office, now at home. Crafted to support the longevity and integrity of healthy-looking skin, these skincare formulas are backed by our highest standards and clinical research. Experience the next generation and breakthrough discoveries in hero products that deliver results.

Slide 12

These clinical trials are amazing (not perception, these involve the microscope)! Want to improve the appearance of dark spots, skin texture and tone? Our vitamin C skin therapy concentrate had 100% results. Want fresher, more luminous skin then our Glow Cream is the answer. Want improvements in evenness, discolorations, firmness & pore appearance? The Daily Radiance Peel pads are the answer, and they gently exfoliate. Truly white lab coat results.

Slide 13 -

Vitamin C Serum Comparison – Pass out Vitamin C Comparison Sheet

There are a lot of Vitamin C Serums on the market but all vitamin C's are not the same. Here is a comparison... Arbonne's DermResults Illuminating Skin Therapy Concentrate **has the best price with the most key ingredients.**

DermResults is the only Serum on the market with 4 KEY Ingredients:

- 15% Vitamin C -- Stabilized vitamin C reduces environmental damage
- 2% Bakuchiol -- Plant-based retinol reduces the look of facial wrinkles
- 1% Ferulic Acid -- Super Antioxidant to give you a more even-toned glowing complexion
- Vitamin E -- Vitamin E increases hydration for a glowing complexion

Slide 14

A Picture truly is worth 1,000 words.

Slide 15

Taking collagen internally is the norm these days. This vegan collagen builder is an easy add to your protein shake or green drink or to your favorite healthy drink or water. Clients see a difference in their skin, hair, and nails with this product

Slide 16

We take a holistic approach to health and beauty. We have targeted skin care for the whole family to meet individual needs.

Slide 17

When you buy any of our products, we offer a 90-day satisfaction money back guarantee so you can have complete peace of mind. It's risk free!

Slide 18

Arbonne has a preferred client program which you are eligible to join with your first order. This program is \$29 and you are able to enjoy a 20-40% discount on your purchases every time. Additionally, with qualifying order of \$150 BEFORE any discount is applied you get a free product. This free product offsets the account fee and you can earn free products with each order! And you qualify for free shipping. Both the 30 day and AgeWell set that I shared are available at 40% off through this program!

Slide 19

We are in the network marketing industry which means our advertising is word of mouth referrals, which means our pricing can be affordable and we can generously thank those who are willing to share our story with their friends. We can gather in person or virtually and have some fun. Your reward is a personal shopping spree for you and a gift from me!

Slide 20

Arbonne can be worked from anywhere in the world that has internet access, It fits around your current commitment. As a **Brand Ambassador** you will build a team of Preferred Clients and get paid a commission weekly any time they order. It's a great way to not just save money, but to earn money for sharing products you love.

In my opinion our business is one of the greatest business opportunities in our economy today. You will have the support and training you need to create what you would love, and you will be part of a positive, uplifting community coupled with all these world class products. This has been life changing for me and my family. If you want to know what this company could offer you and get excited about the possibilities for your life, I'd love to partner with you!

Slide 28

Thank you so much for taking time to learn about Arbonne. I really appreciate your support. Given the information you just heard, what appealed to you the most? Are you more interested in being 1) One of my Preferred Clients, 2) You'd love to get a few friends together in person or virtually or 3) Brand Ambassador? Or Brand Partner sounds like a great way to add another income stream?

Closing

If the guest is ready to close proceed with closing. If you are going to send information and follow up the next day do the following:

1. Thank them for meeting with you
2. Ask questions to determine interests
3. Set follow-up time within 24 hours - goal

In sharing with you about our core products lines—which ones were you the most interested in that you would like to receive additional information?

- *Are you more interested in the Skin Care or the Healthy Living or both?*

Send the following thru the boards:

- Short video with Dr. Tanda Cook, a Naturopathic Physician, and what she had to say about our 30 Day Products
- Sets sheet
- Recommended cart

Set exact follow time that you will call tomorrow

- Thanks again!

Follow-up Appointment

- What did you like most about what Dr. Tanda Cook had to say about the 30-Day Program? What questions can I answer? What goals do you have when you look at your health and vitality? Sleeping better, more energy, clean eating...
- What intrigues you the most about the AgeWell Products? What questions can I answer? What concerns and goals do you have about your skin? Dullness, dry lifeless skin, wrinkles, or uneven skin tone or age spots....

- Wanted to go back over with you the 3 Ways to benefit and work with Arbonne

1. **Preferred Client** – Arbonne has a preferred client program which you are eligible to join with your first order. This program is \$29 and you are able to enjoy a 20-40% discount on your purchases every time. Additionally, with qualifying order of \$150 BEFORE any discount is applied you get a free product. This free product offsets the account fee and you can earn free products with each order! And you qualify for free shipping. Both the 30 day and AgeWell set that I shared are available at 40% off through this program!

2. **Referral Rewards** –Gather a few friends for a short zoom or in person event, like the one we just shared. It gives you access to the best deals for helping us share. I also give free products to thank you—so you can benefit from both the company and me.

3.. Arbonne can be worked from anywhere in the world that has internet access, It fits around your current commitment. As a **Brand Ambassador** you will receive 15 % referral reward on the orders of preferred clients that you introduce to Arbonne and get paid a commission weekly any time they order. The cool thing is your friend can also become a brand ambassador and get the same rewards. It's a great way to not just save money, but to earn money for sharing products you love.

As a Brand Partner you get the BEST discount and have the opportunity to turn an expense into an income. Our discount is 35%--50% off products all year long! I love that this business is flexible, can be worked around a busy schedule in small bits of time and consultants can decide what their goal is, and we provide the support and mentoring. We have so much fun, the community is incredible.

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

Products... go through the closing sheet

- Send them an applicable recommended cart right then and so they can sign up as a preferred client with just one click

Referral / Hosting...

- Set a date...Give them three dates (give the one you want to fill most last) start within 2 to 3 days. Their guests always know what they are doing in a couple of days. Agree on the date before you finish your call.

Interested in the business: From the Boards send the following

- **Sarah Dunning 7 minute video**
- **Arbonne Opportunity**
- **We are Arbonne – You Tube**

Schedule a Biz Chat appointment and go thru slides 28 thru 36

Slide 26 Use these slides as a follow-up after someone has experienced the product PowerPoint --- Remember you earn the right to close a prospect if you have discovered what their dreams and discontents by asking them questions to discover if Arbonne can be a solution for them.

- *How is life treating you? No really, how is life treating you?*
- *How have you fared during the last two years? Job wise / financially?*

I may have a solution for you with some of the challenges / dreams you have if you will allow me to share them with you...

Simple way to do this is to watch the Sarah Dunning video with them and stop it when Sarah asks:

Slide 27

After watching the video together on a zoom (turn your speakers way up or attach additional speaker) or send them the video and call right after.

Questions to ask your prospect (Some not all of them)

- If you keep doing what you are doing now where will you be in 5 years?
- Are you okay if your financial situation doesn't change or get any better?
- If you had more time and more money what would you do with it?
- What are the 3 things you most enjoy spending your time doing? How much time do you spend doing them?
- Would you like to have more self confidence?
- Would you like to work flexible hours.
- What does not being in control of your schedule cost you?

Have you ever wanted to have your own business?

Have you ever wanted to do something online?

Are you curious what you could make doing something like this?

Slide 28

Go over slide

1—Help 4 other people get started with a Healthy Living or AgeWell set as Preferred Clients this week and you will earn around \$200 in commission paid next week!

2—You decide you can work your business 10 hours a week, you find 5 other people who want to build a business with you, now you earn override commission on 50 hours of work.

3—Right away, we can show you how to earn a cash award as a Consultant.

Slide 29 Go over what the average monthly pay is at each level. Ask: *What amount of money would make a difference for you in your life right now? What would you use it for?*

Slide 30 Let's go over your options... As a **Brand Ambassador** you will have the chance to earn extra money. There isn't a limit to the amount of people that can shop and buy on your website at one time. People are shopping and you can be off doing other things.

It's really simple- you share your website link with your potential customer, they click on that link and register, choose the products they want to order, pay, and Arbonne delivers their product within 2-3 days! You will receive a 15% referral reward on the retail amount of their order in your Pure Pay Account the following Tuesday.

But the potential for real leverage comes when you build a team as a **Brand Partner**. Not only do we get paid a commission on our own personal sales but the opportunity to earn commissions by helping our teammates by building their customers and their teams around the world in any country that we operate in. The potential scalability is huge- can you see why the possibilities excite us.

Slide 31: Read Slide... After all that you've heard, what appeals to you the most? Listen.. Tell me about that? What would that feel like for you?

Slide 32: What questions and concerns do you have that I can answer for you?

You may be thinking that you don't have the time and energy to fit anything else in, and that's what I thought, but we can teach you how to schedule this into your busy life. It's not about having loads of time; it's about being productive with the time you do have.

- I totally get it I felt that way in the beginning, but I discovered that Go thru their concerns and fears.
- Is there anything else?

Slide 33: What most people want to know is if I did do this how would I get started? Would you like to go over that?

You will have the support and training you will need to create what you want to create from this. You may be feeling lost right now but know that you will be part of a positive, uplifting community that can fulfill that need.

- Just as simply as we did the product presentation with you with our PowerPoint Slides we would do with your friends and connections.
- We would start with two friends who would do anything to support you and have them grab a few friends and I would do all the talking and presenting
- It's only \$49 in the US \$59 in Canada and Australia to register
- You would want to order products for your use from our two main product lines. 30 Days to Healthy Living and AgeWell and products to demonstrate from. As a consultant you can receive a 35% and up to 50% discount on your orders.
- Your success is my success so you will be attached to my (our hips) as begin this journey

Slide 34: Is there anything else you need to know right now in order to get started?

They want to sign up... Okay, let's Rock and Roll

- Do you have some time now to get you enrolled?
- Walk them through signing up and ordering products.
- Set up time for Getting Started training

If they are interested but need to think about it

- What I think would be the best way for you to get your questions answered is to meet my mentor _____. They have way more experience in the biz than me and have had some of the same challenges that you have faced. Give me two times tomorrow that would be good for you and let me check with her (him) and see if we can connect.
- or
- I would love to invite you to _____ you will meet more of our team and get a great feel for what we are all about

Nope! Definitely not for me!

- **No worries! I totally get that his isn't for everyone.**
- **So, looking back at those options do you see yourself more as a connector or being a client, which of those is more of a fit for you?**

Connector: Set a date for zoom or in-person event

Preferred Client: Send them a Recommended cart