

## ULTIMATE GLOW FACIAL

### PRESENTATION

#### WHAT TO BRING

- Arbonne Advanced Skin Care Line
- Wipe the Day Away Facial Wipes
- Energy Fizz
- GreenSynergy Elixir

Some of your favorite products - examples below

- Vitamin D Spray (Majority of people are low in Vitamin D, a hormone essential for immune health and muscle function. Vitamin D and vitamin K together ensure that calcium is absorbed)
- After Sun Gelee - great to have them rub on their shoulders
- Bioticsticks - promote regularity

You will also need:

- One hand towel for each person
- One wash cloth per person. When you arrive, add water to the towels bag and microwave until warm.

#### LET'S GET STARTED

As guests arrive, have each guest wash their face with the cleansing balm using the washcloth to remove and hand them a hand towel to dry their face.

Balm - Dissolves long lasting and waterproof makeup without damaging the moisture barrier

Once Everyone is Seated -

Welcome and introduce yourself & how you know host. Thank hostesss (Gift hostess)

Thank you so much for being here this evening. I am so excited for you to experience Arbonne's most advanced anti-aging skincare line you can purchase without a prescription. In clinical studies this line produced a 20% increase in elasticity and a 30% increase in \_\_\_\_\_. These results are unheard of. Elasticity is what keeps your skin firm and prevents sagging. This line is truly advanced.

Before we go through the products, I want to give you an overview of Arbonne.

So many people have heard about Arbonne on line but really don't know the power behind the brand. I have found many people only have heard about our world class nutrition products and programs and don't know we started with ground breaking skincare. Tonight we are focusing on skincare.

Arbonne is a brand that's been in business for over 4 decades. Our founder understood how important clean beauty was when beauty wasn't so clean. The skin care industry was founded as a way to get rid of industrial waste from petroleum to animal by products. Sadly this is still true today.

In the 70's it was discovered what you put on the skin actually got absorbed. Today we know that what you put on your skin gets absorbed directly into the bloodstream in 26 seconds or less.

Because the industry wasn't changing in response to this discovery, our founder Petter Morck, saw a real need to create healthy skincare. He created the first plant-based products ever made and started the idea of clean beauty. Since the inception of Arbonne we have ALWAYS been plant based, cruelty free, vegan, formulated without gluten, petroleum by products and obesogens.

How many of you have heard the term Obesogen?

From the book "Fast Like a Girl" by Dr. Mindy Pelz

"Toxins make you fat. Seriously they do. So much so that a new category of fat-inducing chemicals has been given its own name- obesogens. When your body gets an influx of these chemicals it doesn't know how to break them down, so it stores them as fat."

Some of the biggest sources for obesogens are skin care, make-up, personal care products, and weight loss shakes.

I share this with you because Arbonne leads the skin and nutrition industry in clean standards. Who here has been to Italy or knows someone who has been? In Italy you eat Pasta, you eat bread and you drink wine and come back and 3 pounds lighter. And we think, my gosh if I ate that same diet here I would be 10 pounds heavier.

Well that's because the European economic union has banned 1200 ingredients that go into personal care products and into food and supplements. In the US we have banned ONLY 12. The nutrition industry and the skin care industry are largely unregulated which is why obesogens run rampant in these industries.

Arbonne has banned over 2,000 ingredients. We are the leader in setting the standard for the world. I love that about Arbonne. Our whole product philosophy is around the idea that products should do good and not do actual harm. We are helping your body to protect itself by minimizing your exposure to toxins and through our healthy living products we help you to remove toxins. Arbonne nutrition and skin care are not just good for you, but they deliver unparalleled results. 30% increase in elasticity is proof of that!

Now that you have an idea of who we are and what the brand represents - by the way we are B-Corp certified and we lead the beauty industry in sustainability. Not trying to brag, but thought you should know! Anyway...

Let's get on with the facial. We are going to be using the DermResults advanced line which is our most powerful system. This system is:

Clinically Tested to prove it works against the visible signs of aging after only 4 weeks of use

93% reported skin felt more moisturized

84% reported skin visibly looks plumped and well hydrated

These are the results participants reported, but the clinical measurable results were the most impressive.

20% increase in skin elasticity

30% increase in skin firmness

How does it work?

Our exclusive Hyaluronic Acid Complex leverages a unique combination of multi-tier molecular weight molecules that help build skin's moisture reserve and fortify the skin's moisture barrier. This creates luxurious product textures for a premium experience. The full regime works synergistically with layerable and buildable ingredients that deliver maximum results.

You have washed your face with Balm, are you ready to try the rest of the system?

#### DERMRESULTS TONING ESSENCE

We are now going to use the New Dermresults Advanced Toning Essence - This mineral-infused, multi-tasking toning essence preps, tones, pH corrects, soothes and delivers essential hydration to the skin.

pH correct vs pH balanced - your skin is slightly acidic and this product actually brings the skin to its correct pH after washing with water. Water is higher on the pH scale. pH imbalance can cause excess oiliness, dryness, breakouts, and aging. No one wants any of that! Also, by properly preparing the skin to accept moisture, you will need less moisturizer.

#### DERMRESULTS ADVANCED SERUM

This daily facial serum features our exclusive multi-tier molecular weight hyaluronic Acid Complex that infuses skin with moisture and supports collagen to achieve healthy-looking skin.

#### DERMRESULTS ADVANCED MOISTURIZER

An indulgent, hydrating cream that features our exclusive multi-tier molecular weight Hyaluronic Acid Complex that infuses skin with moisture and supports collagen to help diminish fine lines and wrinkles and achieve healthy-looking skin.

Arbonne DOES not use mineral oil in any product we make and it's commonly found in moisturizers. Mineral Oil is the 2nd most aging thing you can do to your skin. It's like wrapping your skin in saran wrap, it doesn't let your skin breathe and pulls moisture from the living cells that need moisture most and pulls moisture to the dead skin on the surface. You are hydrating dead skin, and starving the healthy cells. Mineral oil is a cheap filler used in most products. It is a derivative of petroleum. There are over 100 names for it.

This moisturizer and no other product contains animal products or by-products - Animal remains from farms, grocery stores, left over restaurant grease, road-kill, are all sent to "Rendering Plants" where animal remains are cooked, and the fat that floats to the top is skimmed off and used in many skin care and cosmetic products. The average U.S. woman ingests 5 lbs of rendered product in her lifetime.

Again, Arbonne was the first to recognize that ingredients in skin care matter, not just what you put in the product but what you leave out. We continue to innovate and set the standard.

So let's continue the pampering and finish with an eye cream.

#### DERMRESULTS ADVANCED EYECREAM

This luxurious, rich eye cream is formulated with clinically tested ingredients to help reduce the visible signs of aging.

While they are putting on the eye cream say- The skin around the eyes is very thin and delicate. It requires moisturizer specifically formulated for the eye area.

CLOSE

We are finished with the facial, how does your skin feel?

PASS OUT CLOSE SHEETS

Tonight we used Arbonne's most advanced anti-aging system. We have 3 systems that we recommend based on what you currently use and your/or your budget. We can work with any skin type or budget. Let' walk through the recommended programs

1). **Hydrate Me Set** This is recommended for anyone who is looking for a basic skin care system that provides MORE than basic results. It is also recommended for anyone who is new to skin care or has not been using a good skin care regiment. This system contains propriety ingredients including ingredients made from succulents grown above the pollution line in the ALPs which causes the plant to become better as holding moisture. The harsh conditions of the Alps also cause the plant to develop secondary characteristics which increase the value the plant brings to the products.

2) **DermResults Glow** - for advanced results - this is for those of you who already using retinols who want advanced white lab coat results.

3) **DermResults Advanced** - Anti-aging

What I love about working with Arbonne is that there is no risk with our incredibly generous 90-day money back guarantee. If for any reasons, you don't love what you purchase we take it back, no questions asked. 90 Days is far beyond industry standards so you can try without risk.

Arbonne also offer several ways to work with us because we recognize that not one size fits all. You can buy retail, but we like to say "Friends don't let friends buy retail". We offer instead a generous program which is our

1) **Preferred Client Program**

With Arbonne's preferred client program you are eligible to join today with your very first order. This program is \$29 and you are able to enjoy a 20% discount on your purchases today and every time you order for an entire year. You don't have to spend \$500 to get a \$10 reward. The 20% savings is just one of many perks that our preferred clients enjoy.

2) **Host** without our hosts, no one would know about Arbonne. We don't advertise, we rely on people like (host's name) to introduce Arbonne to the people they care about. As a result we like to reward our hosts generously.

### 3) **Brand Ambassador**

As you listened tonight, you may have thought of people who would benefit from Arbonne. By joining us as a Brand Ambassador, you are able to share Arbonne and get paid every time someone you refer places an order, not just a one time reward, but everything someone you refer places an order.

Additionally as a brand ambassador you receive 35% off on all of your Arbonne purchases. Arbonne has simple ways to share Arbonne through promotion links and of course, you will have me to help you. This is a really popular program because it's a fun way to create additional income. Many Brand Ambassadors share Arbonne enough to just pay for their Arbonne purchases for the year! Others are able to generate \$1-\$2k monthly through their part-time efforts.

### 4) **Brand Partner**

Of course I think this is the best way since this is how I have chosen to be part of the Arbonne community

As a Brand Partner, in addition to creating customers for Arbonne, I am able to teach and train others to become Brand Ambassadors and Brand Partners and build a team. As a Brand Partner, you earn a percentage of the volume generated by the preferred clients, brand ambassadors and brand partners that make up your team every month. I know that many Brand Partners are creating life changing incomes for their families. The average Area Manager brand partner earns an additional 30-40k yearly in what is a part time opportunity. Area Managers that continue to grow can promote to Regional Vice President. This is the level where a six figure income can be earned as well as a monthly bonus for a car. Regional Vice President is not a 40-50 hour a week endeavor. Many people at this level walk away from a job and buy back lots of time and flexibility.

Regional Vice Presidents can continue to National Vice President where the average earnings are 22-25k per MONTH. Great place to be average.

And at all levels there are bonuses and trips that can be earned.

(After you finish Brand Partner you can share a little bit about why you joined as a Brand Partner and what its done for you.

Pass out client care order form & catalogs)

### **END WITH**

I am going to put on my consultant hat now and consult with each one of you to work within your budget and make recommendations based on your skin care needs and your goals for what you would like to improve about your skin.