

Swiss Skin Care Workshop

TAKING THE CONFUSION OUT OF SKIN CARE

Products you need for your Workshop (products from the Ultimate Value Pack)

*RE9 Advanced **LUXURY DAILY ROUTINE**- Wash, toner, eye cream, day and night cream and mini or full size neck cream

* **TREATMENT TRIO** - Collagen Support Supplement, Instant Gel Lift, Cellular Renewal Masque, Body Firming Cream

*FC5 Shower Set

*Finishing Set - primer, concealer, liquid foundation samples, mineral powder foundation samples, bronzer, lip polish, lip saver

*Extra gifts for hostess or guests (hand creme minis, travel foot cremes etc..)

*SKIN CONDITIONING OIL FC5 FOR ANY REDNESS OR SENSITIVITIES

KIT ALWAYS NEEDS TO BE PRESENTED IN “BRAND NEW CONDITION”

NOTE: Too many products confuses your guests and confusion = no sales or low sales. It is far more effective to arrange to do a separate Spa Detox, Cosmetic or Simply Fit Workshop. Keep everything in one bag if possible and it needs to be easy to carry, easy to set up, easy to pack up. Potential new consultants are watching everything you do. They are thinking “Can I do this?”

NOTE: Keep in mind that skin care is the “core” line of your business and will comprise about 70-80% of your referral and repeat business.

Things you need for your presentation

1. Product Catalogues- labeled with your information
2. Ultimate Value Pack forms with Arbonne new PC/CONS application form
3. Customer Care Card & Easy Order Forms
4. Empowering women invites
5. Wash cloths or Disposable clothes www.eztowel.com
6. Mirrors, lip brushes, plastic spatulas
7. Brushes for mineral powder, sponges for liquid foundation
8. Hostess Thank You Gift Box
9. A MASTER COPY of your script and your catalogue
10. Arbonne Calendar
11. Pens
12. Calculator
13. Referral Cards
14. Before and After Pictures
15. Global Categories of Skin Care
16. Animal Rendering/ Animal By-Products Article
17. Toxic Burden- Women Put 515 Chemicals on their Faces Everyday Article
18. Monk and Indian Picture

Host Packet

Guest List/Catalogue

Order Forms

Arbonne Host Planner

Mark Hostess Rewards Page in Catalogue- pg 93

**Remember to do hostess coaching- see Team Global folder for info

Opportunity Gift Bags

Give to those you want information about the business and those who booked an appt with you to discuss income opportunity.

*New Income opportunity brochure

*EOA stories

*Samples

Sent up follow up appt to discuss business at the time you give them the bag/packet

GOALS for Workshop

1. To Create Educated Consumers
2. To Educate guests on how to achieve the most beautiful skin possible
3. To Generate a minimum of \$500 per Workshop
4. To Book a minimum of 2 more workshops
5. To invite everyone to the next Empowering Women Event or a personal consultation to explain the Arbonne Income Opportunity
6. To Get 2-5 Referrals from Each Guest

Change your Mindset from

a sales mentality

TO

A Service Mentality

And see your Business Boom!!!!

We conduct SWISS SKIN CARE WORKSHOPS to EMPOWER WOMEN on how to achieve radiant youthful skin while educating them on using Pure, Safe, and Beneficial products for themselves and their families. If you conduct your business from a “service mentality” you will feel more confident in your presentation. Work from the heart and your mind will follow and so will hundreds of happy customers and consultants.

AN EDUCATED CONSUMER MAKES A WISE CHOICE!

Your display

1. Keep it Simple.
2. Keep all Re9 Advanced in the Gold Bag
3. Put the Re9 Facial cleanser in the bathroom with wash cloths
4. Always display in sets - when you take items out of bag group together during the presentation
5. FC5 shower set should remain in the box
6. Always refer to sets
7. NO SAMPLES ON DISPLAY. The Workshop is the sampling. If you offer samples you will reduce your sales considerably. Your samples can be offered after the sales have gone through for different individuals.

NOTE: SELLING SETS IS THE ONLY WAY WE CAN REALLY SUPPORT OUR CONSUMER IN HAVING THE BEST RESULTS. ALWAYS SHARE THE BENEFITS OF USING THE COMPLETE SETS AND HOW THEY CAN PURCHASE THEM AT 50% OFF IN AN ULTIMATE VALUE PACK. USING COMPLETE SETS IS THE ONLY REAL WAY OF ACHIEVING ULTIMATE, FAST RESULTS!

Your presentation begins when your first guest arrives!!!

Greet each guest- a good question is to ask how they know the hostess. That starts a good conversation. Ask about their families, etc

Once you are ready to start then invite them into the bathroom to start washing

Questions to ask here:

If there anything you wish you could change about your skin?

What skincare routine do you currently use?

Have you ever used Arbonne products before?

In the bathroom have them use the washer, toner, serum and day cream!
We will apply the lift and eye cream at the table.

START YOUR PRESENTATION

Everyone needs to sit around a table.

Sit with your guests when presenting.

Keep this FUN, SIMPLE, POSITIVE, AND 20-30 MIN.

IceBreaker (optional) – ask what would you if you had unlimited time & money, how do you know the hostess, etc. This is optional

Host Opens - Have host thank guests for coming, tell her testimony why she wanted her friends to hear about Arbonne and have her introduce you.

Thank Host and Gift Her - Tell everyone what she is getting for hosting & present "Thank You Box"

We are always grateful to our hosts because it allows us to share these amazing products with you. We are a WORD-OF-MOUTH business so we rely on our hosts, customers, and friends to spread the great news about Arbonne. We are an internet based skincare business so after today you will have the convenience to purchase your products online while I provide you with great client service.

Arbonne is only sold through independent consultants, Swiss Skin Care Workshops, and is an appointment only business. You won't see Arbonne in Department Stores as it is our goal to educate our clients about proper skincare that is both Safe and Beneficial. Through our direct selling method we create an income opportunity for women and their families. We are a company which empowers women.

Today you will also have the opportunity to book your very own SWISS skincare workshop for you and your friends and receive an 80% off shopping spree.

Our Swiss Skin Care Workshops are one of a kind presentations because we are the only company to present an **Ultra premium Swiss Skincare** Hands on Experience.

Please excuse me from referring to this script/catalogue. It keeps me on track and I don't want to leave any of the good parts out.

NOTE: Your greatest recruiting tool in your workshop is making it look easy. Even if you don't need a script you still need to refer to it.

Also, I would like to introduce _____ She has just started her Arbonne Business and this is how we do a lot of on the job training, we never send anyone out on their own to conduct a Swiss Skincare Workshop until they are 100% confident. She will be helping me tonight.

NOTE: Take someone with you to help with the workshop, as this is a good way for them to learn and a good way for the guests to see that we give support.

I'm sure you all came here with different expectations and ideas of what this is going to be, but I promise this is going to be fun, informal and you will be pleased you came.

I'm going to share some exciting information on how to keep your skin looking and feeling youthful with the **latest anti-aging tips** and you will have the luxury of experiencing our Ultra premium Swiss Skin Care and ultimately we are going to take the confusion out of skincare.

Do Your Introduction - how you got started and product testimony along with hesitations of starting this business. Go over with your sponsor.

For the first few minutes, I will go through what makes Arbonne different from many of the lines that are available. After that, you will be able to experience more of our NEW RE9 Advanced Skincare and see and feel the difference of using Ultra-Preimum Products on your skin.

Has anyone heard of Arbonne here? Because of the extraordinary results our customers are experiencing every day we are becoming closer to being a household name.

My presentation will be about 20-30min. When you feel how amazing our new RE9 Advanced is, you are going to want it all tonight. Our **Ultimate Value Pack** is the way to go to get all of the basics to get you off to a great start and help you get phenomenal skin. You will love the compliments you receive when you use all our products together.

Arbonne is affordable - **the Ultimate Value Pack is a fabulous way you can purchase all of the main products we discuss today at 50% off.** This will help you get rid of your cosmetic graveyard. You know all those products you bought that never worked but were too expensive to throw away.

You will also receive a Customer Care Form to fill out. This will give me the info I need to provide you the best customer service. Jot products down on the back you would love to have.

Also, we help women and their families create extra income. So as I am doing this workshop tonight be thinking if this is something you may want to explore? I am looking for 3 women to join my team within the next 2 months so let me know if you would like to learn more when we are all done.

A few things I like to start with are that:

*Arbonne was started in 1980

*Our Swiss Heritage and Product formulations are combined with incredible science and manufactured in the US

*45 day money back guarantee

*Wonderful Green Commitment are committed to being an environmental responsible company

WHAT MAKES ARBONNE PRODUCTS DIFFERENT- Part 1?

Did you know there are 3 categories of skin care in the global marketplace? **SHOW THE GLOBAL CATEGORIES OF SKINCARE HANDOUT**

1st **ECONOMY SKINCARE** - mainly American formulated products- heavily advertised and celebrity endorsed. Spend a lot of advertising vs formulations, technology and quality ingredients. Read the brands listed under Economy

2nd **PREMIUM SKINCARE** – Mainly French formulated- much more expensive because of higher quality ingredients but usually celebrity endorsed and are found more in department stores. Read the brands listed under Premium

3rd **ULTRA PREMIUM SKINCARE**. These are SWISS formulated and the highest level of skincare available. Normally SWISS skincare is extremely expensive and not readily available - Read the brands listed under Ultra-Premium

If you were wealthy and living in Europe you would regularly be visiting SWISS day spa. It primarily has been for the rich and famous. Just a moisturizer from LaPrairie can cost \$800 and 7 step system \$2800. How many of you have used any of these brands?? Most of us are not able to afford or even try this level of skincare that is WHY WE LOVE THE RESULTS WE GET FROM ARBONNE!!

Arbonne is part of the 3rd category. We formulate our skincare in Switzerland and because we distribute our products through the Direct Selling Method we can now offer SWISS skincare at very affordable prices.

This is why we are BOOMING we are the 1st and only company that offers highly advanced SWISS SKINCARE through direct selling.

WHAT MAKES ARBONNE PRODUCTS DIFFERENT- Part 11?

Our products are inspired by Nature and Enhanced by Science. Our herbs are certified organic from the Swiss Alpine region and we use pure Alpine water, both of which are known for their high levels of efficacy.

We have **Vitasphere Technology** - this helps to deliver the antioxidants, vitamins A,C,E to the cellular layers of the skin. This technology figures out your skin type and adjusts you to normal. Every skin type uses the same product line due to this. Our formulator Pierre Botiglierri is the Father of Cell Rejuvenation and he has formulated other swiss lines prior to working exclusively with Arbonne.

Did you know that there are only about 10 ingredients that are banned from using in our skincare and cosmetics in the US? Guess how many are banned in Europe? Over 1100!! It is similar to food and all the chemicals and harmful ingredients that are used in the US food supply but not allowed to be used in Europe.

Did you know that everything you put on your skin goes into your bloodstream within 26 seconds? This is why it is so important that we understand what we are putting on our

skin. So everything we put on our skin can essentially effect our health!! Let's talk about how Arbonne products are made!!

VEGAN CERTIFIED

The first thing we are going to talk about is animal products and by-products but first do you know "Why companies test on animals?"

The reason is that the chemicals they are using are far too toxic and too dangerous to test on willing humans!

Can I have a volunteer read the 1st 3 paragraphs on this "Animal Rendering/Animal By-Products" article?

Then you the consultant read the last paragraph stating "Many cosmetics currently contain ingredients of animal origin. For example tallow and its derivatives which include oleic acid and glycerin are common ingredients in cosmetics. In addition, a number of cosmetics include substances such as collagen, keratin and gelatin all of which are of animal origin".

97% of skin care, make up and toiletries on the market today contain animal fat and are tested on animals."

So now you know what we were referring to when we mentioned your "cosmetic graveyard". One of the most common ingredients in lipstick is tallow- did you know that we consume 1-2 pounds of lipstick each year. Sure would be nice to know that we are using one that doesn't have animal by-products in it huh?

FORMULATED WITHOUT PARABENS

Parabens are a group of compounds widely used as antimicrobial preservatives in food and cosmetics products. We use fruit acids to stabilize and preserve our products vs parabens. The concern with parabens is that measurable concentrations of parabens have been identified in biopsy samples from breast tumors (Darbre, 2004). Parabens are estrogen mimickers and are something that we really want to avoid in our skincare & cosmetics. You will see them listed as

- Methylparabens
- Propylparabens
- Butylparabens
- Ethylparabens

Formulated without Formaldehyde-donating preservatives

Unless you are looking to be embalmed why use formaldehyde?

Formulated without mineral oil – Why do companies use mineral oils in their skin care products? Because it's very inexpensive and has an indefinite shelf life.

We don't use mineral oil because it is occlusive, meaning it can interfere with your skin's functions and can block advanced delivery systems like the ones Arbonne uses. **In other words it can be very clogging on your skin.**

Mineral oils are used as spreading agents in most skincare and cosmetics and are considered toxic.

Mineral Oils also make the product feel smooth on the skin. Animal products tend to be very gluggy and fatty, Mineral Oil can provide an inexpensive way to create a smooth texture. Petroleum never breaks down, so by adding petrochemicals to products, it increases the shelf life. We choose to use essential oils.

When it comes to purity, you can count on our formulations being without Petroleum-based ingredients such as:

- **Benzene - Petrochemical**
- **Phthalates- use this in plastics**
- **Toluene - petrochemical**
- **Petrolatum (Petroleum Jelly)**
- **Mineral Oil**

Formulated without Dyes or Chemicals Fragrances –

Why do products need to be colored or fragranced? To cover the smell from the animal byproducts and petroleum based ingredients. Do you know that chemical fragrances and dyes are the #1 and #2 skin irritants? Anyone with sensitive skin can use Arbonne products with confidence that they will work without adding to their challenges.

Our products smell wonderful because we have plant-derived fragrances."

"Research has shown that the average woman applies 515 chemicals to her face DAILY-makeup, perfumes, lotions, mascara and other beauty products all contribute to the toxic brew that is causing health problems for many WOMEN.

(Refer to Toxic Burden article)

"Our products are pH Correct"

"Therefore your skin is protected from harmful bacteria and your skin will readily accept moisture so it feels softer and looks younger. It is so important for your skin to maintain its correct pH level. The pH level is one of the skin's ways of protecting itself against aging. Our products won't upset the natural protective barrier of the skin and each product has the ideal pH for its purpose."

"Our products are Hypoallergenic"

"Hypoallergenic products are made without certain ingredients that frequently cause allergic reactions. What this means to you is that even the most sensitive skins can use our products. We actually test to zero irritation which is beyond the hypoallergenic requirements."

"Dermatologist Tested"

"Most products are only dermatologist recommended, (this simply means the dermatologist has been given free samples by the manufacturer to give away); we have

a team of dermatologists, pediatricians and ophthalmologists for complete product testing.”

Our products are also GLUTEN FREE!

So the products we used in the bathroom are from our RE9 Advanced anti-aging system - our LUXURY DAILY ROUTINE.

All of these products can be purchased individually but the benefits of purchasing the whole set is that you will maximize your results and it is a great value in our Ultimate Value Pack where you can receive all of these essentials at half price! (use baking cake analogy)

Show the Monk and Indian picture

How old do you think the monk is? 91-Obviously, we can control the aging process - 90% is due to environmental damage such as sun, smoking, stress, diet, alcohol, pollution, sleep deprivation, and kids HAHA! The Re9 Advanced system will protect you from this damage.

What I love is that there are 6 products, 5 steps but only takes 2 min and you will see visible results in 24 hours.

Show clinical study results

82% saw a visible results in 24 hours

92% saw a reduction in fine lines/wrinkles within a week

100% would recommend this product to family and friends

Let's get started and talk about our LUXURY DAILY ROUTINE. This system is very concentrated and only need a small amount as many of you experienced in the bathroom. The first product we used was the

Smoothing facial cleanser - Enhanced with Algae Extract to support Collagen production. It will take off all your makeup and even eye too. You just need a pea-sized amount of cleanser

Regenerating Toner - Visibly tones, firms, and smooths the skin's surface. It minimizes pores and has anti-oxidant protection. Contains no alcohol.

Intensive Renewal Serum - This is our Vitamin Cocktail!! The powerhouse of this line! It has Marine Lavendar and works to diminish lines, wrinkles, and acne scars.

Instant Lift Gel - “Botox in a bottle” This instantly firms and tightens. The best part is that our skin has a Cellular Memory so over time you will really notice a difference. Have guests apply to right side of face around the brow and eye area.

Corrective Eye Creme - This reduces puffiness and dark circles. Apply with ring finger.

SHOW BEFORE AND AFTER PICTURE OF LIFT AND EYE CREAM

Restorative Day Creme - This hydrates, nourishes, and protects. It has SPF 20 and is formulated with Zinc Oxide. Great everyday moisturizer.

Night Repair Creme - Apply this to the back on one of your hands- do you notice a difference? This products strengthens, firms, and encourages cell recovery while you sleep. It is a corrector. Remember during the day we are protecting our skin and at night we are repairing our skin.

Do you know if you sleep with your makeup on your skin will age by at least 7 days?? Think of the windshield of your car and all that its exposed to everyday- Your face is exposed to the same things.

Age Defying Neck Cream – My favorite!! Do you know that our neck typically looks 10 years older than our face?? Who doesn't need a fabulous neck cream? This visibly firms and tightens the neck and smoothes the appearance of lines/wrinkles. You get a travel size neck cream for FREE when you buy the Re9 Advanced System.

The retail price for the LUXURY DAILY ROUTINE is \$323. This is a phenomenal value considering other SWISS products would cost you thousands. This set will last 3-5 months and you can buy this in value pack for only \$161.50.

One of the most popular ways that our customers start with Arbonne is with our Value Pack which is saving a 50% off the sets and also you will receive a FREE product.

TREATMENT TRIO

Collagen Support Supplement –This is one of our star products!! When our trials we being done the woman that used the Collagen Support Supplement reported results twice as fast as those that did not use the supplement. This supplement supports our body in making our own collagen. Contains Vit A, C, E, D and zinc along with alpha lipoic acid, coenzyme Q10 and botanicals

Instant Gel Lift - explained above

Cellular Renewal Masque – One of my favorites!! Who has time to masque?? Not me- but if its only 5 minutes I can fit that in. You use this 1-2 times per week and your face is baby smooth. It is an unbelievable difference. It's a cellular exfoliation vs an abrasive one which is important as our skin ages because our skin becomes thinner and we need to be very gentle. It has glycolic acid along with papaya and pineapple enzymes that are just a few of the active ingredients that help make this such a powerful product.

LUXURY BODY ESSENTIALS

Body Firming Cream – Apply this one of your arms. See and feel the difference.
SHOW BEFORE AND AFTER PHOTOS OF THE STOMACH & THE HANDS Collagen

support and advanced peptides in this product provides smoothness, elasticity, and firming. Receive the body wash firming cream for FREE (68 value) in the ultimate value pack. This product great for stretch marks, bumpy skin, and dryness.

PASS AROUND FCS SHAMPOO/CONDITIONER AND BODY WASH SET-
Our FC5 products are formulated from Carrots, Pumpkin, Kiwi, Strawberries and Mangos. Smell how amazing this is-

So this completes our head to toes basics! We you get rid of all the toxic chemicals, animal by-products and mineral oils in your skincare products you may even notice a difference in the breakouts we get on our backs.

So once you start using a good quality skincare line you want to make sure you are using cosmetics that also feed your skin vs clogging your pores.

COSMETICS

So let's get started with our cosmetic line! We are just going to cover a few products tonight but WE ALSO OFFER A FULL COSMETIC WORKSHOP SO IF ANY OF YOU ARE INTERESTED IN HOSTING ONE OF THOSE WE CAN SCHEDULE WHEN YOU ARE CHECKING OUT. THAT WORKSHOP IS A LOT OF FUN AS WELL!!

Our cosmetic line is filled with antioxidants and certified organic herbs and plant extracts that literally feed our skin.

PRIMER

Have any of you used a primer before? This is one of our most popular products just wait until you feel this on your skin. It is a vitamin-rich product that visually diminishes fine lines and pores creating a canvas for flawless makeup application. It also helps your makeup stay on longer so you can apply all over your face including on your eyes and lips. It feels like velvet on your skin.

FOUNDATION/MINERAL POWDER- should have matched each person @ beginning of class

PERFECTING LIQUID FOUNDATION with SPF15:

The liquid foundation contains skin-firming properties that help lift the appearance of facial contours and smooth and even skin tone. One common mistake women make is using foundation as a mask to cover imperfections or to add color. The purpose of foundation is to create a blank canvas so you can add color with your makeup.

Place a small amount of foundation on the back of guests' hands or work from a sample. You will love how light this feels and the great coverage you get."

****TIP**** - "Dampen your sponge (always squeeze out excess water) or use your fingers. Move the foundation around with your sponge on the back of your hand."

****TIP**** - “Start applying foundation on nose, dot on forehead and cheeks. Spread foundation evenly from your nose out, around and under eyes, down jaw line, blending away to nothing below jaw on the neckline.”

****TIP**** “Blend foundation on your eyelids as this provides a base and consistent color on your lids so eye shadow color is more stable.”

NATURAL RADIANCE MINERAL POWDER FOUNDATION W/ SPF 15

This is lightweight mineral powder that creates a soft-focus effect giving skin a radiant, flawless appearance.

We also have a Sheer Finish Tinted Moisturizer with SPF 15 for the lightest coverage.

CRÈME CONCEALER:

Used to cover imperfections like **dark circles** under the eyes and any skin blemishes that the liquid does not cover. It also contains anti-aging properties benefiting the skin and polypeptides that are known to stimulate cell rejuvenation and minimize fine lines and wrinkles. This is a fabulous product.

Our concealer goes a long way and is **very pliable** which is great for around the eye area. It really is as ‘light as air’ on your skin with no caking or settling in fine lines.”

****TIP**** “Always scoop out a small amount of concealer with an eye shadow sponge brush (this product goes a long way). Feel how pliable it is? There is no mineral oil. If you have a blemish on which you would like to apply it, roll it on versus dabbing it.”

****TIP**** “Moving the product with your sponge, applicator or finger – then apply to face directly onto only the area you choose to conceal. eg. directly on dark shadow – not all over entire under eye area.”

****TIP**** “Always blend the edges away to nothing.”

BRONZER

“Everyone raves about our Bronzer. It has a beautiful pigment so it won’t look orange on you—gives a sun-kissed look.”

****TIP**** Apply a small amount on the cheek bones with your fan brush and a little under your chin to add contouring to your face. Blend with either a sponge or your mineral powder brush. When applying to the cheek bone do not go past the pupil so that it is creating a higher cheek bone and definition.

LIP POLISH

We are going to top off our look with one of our lip polishes. You will have your choice of 3 shades- posh (pink), brown sugar (brown) or raisin (more bold). You will really enjoy this product as it glides on silky smooth and delivers superior shine without the stickiness you find in many lip glosses.

We also have lipsticks and lip liners so if any of you are interested in those you can see me after the workshop and I can show you those colors as well.

THE CLOSE

So this concludes our workshop.

- Who is glad they came tonight?
- What is your favorite tip thing you learned tonight?
- DO YOU KNOW ANYONE WHO WOULD BE INTERESTED IN LEARNING THIS INFORMATION ABOUT THEIR SKINCARE & COSMETICS?

You all have an Arbonne Catalog and order form so if there is anything that you are interesting in purchasing you can do that this evening. One big perk of Arbonne is that we offer a 45-Day money back guarantee so if you are not happy with a product you can simply return for a full refund within that 45-day period.

We have 4 options for ordering:

- 1) RETAIL-** You can purchase as a Retail Client, all the prices are in your catalogue. Everything is shipped to your home so its very convenient. As a Retail Client you will receive excellent service and you will have your very own Cosmetic Consultant—me—to help you with your needs!
- 2) PREFERRED CLIENT -- Who loves discounts and purchasing products online?** You can become one of our very special **privileged** customers and become a Preferred Client. It costs \$29 to join which gives you 20% off all your products for the next 12 months plus you get to choose any FREE product of your choice. You must have a minimum order of \$150 to qualify for this account but you will receive 20% off your order so that is a \$30 savings so the account literally pays for itself the first time you order plus you get a FREE gift. You also have the option of purchasing one of our Ultimate Value Packs which offers you a significant savings!! With this offer you purchase \$350 of products and you can pick \$350 more in products for FREE!! So you are getting 50% all of your products plus you still pick any one item for FREE!! This is by far our best value!!

Just as a note with your Preferred Client account there are no autoships or minimum purchases. You simply receive an ID and Pin so each time you shop either online or through me you will receive 20% off your order.

- 3) THE 3RD OPTION IS TO HOST YOUR OWN SKINCARE & COSMETIC WORKSHOP**

If your wish list is bigger than your budget you may want to grab 4 or 5 friends and host your own workshop. Our host rewards program is extremely generous. You receive 50%-80% off your products plus a FREE gift of your choice. Your rewards are based on the sales at your workshop.

- 4) THE 4TH OPTION IS HAVING YOUR OWN ARBONNE COMPANY!**

For those of you who have watched what I have done this evening and think, "I could do that, you may be interested in our 4th option- having your own Arbonne Company. I am looking for 3 women to join my team in the next 2 months. There are many reasons

why people choose to build an Arbonne Company. Some join for the opportunity to earn 5 star holidays, to earn their white Mercedes Benz, to earn an extra income whether it's a few hundred dollars a month or several thousands. Having a business like Arbonne allows you to build your business at your pace around your family, your current job or any other circumstances that you have in your life. This business has changed my life and I love showing other women how it can change theirs too!

Now, I meet with each of you for a personal consultation and give you my recommendations for what your skin issues are. If someone needs to leave, I can take you first. Thank you again for coming tonight. Also don't forget to fill out your referral card so you can receive a free purse sized hand cream.

Who would like to meet with me first?