

10 Step Health and Beauty Workshop

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This workshop can be done as a Skin Care Workshop alone, as an Arbonne Essentials/Health Workshop or you can do both. If you do both make sure you don't spend more than 20 minutes on each segment.

Step 1 - Meet and Greet and Build Rapport:

Connect with guests - this can be done at the sink sharing the Awaken Salt Scrub or while you help the guests wash, tone and put serum on their face at the bathroom sink. You may ask some simple building rapport questions: *(how do you know "host", how was your day today, we are going to pamper you tonight. Have you ever tried the Arbonne products before, if you could change one thing about your skin what would you change?)*

Once all of the guests have arrived you can start off the evening by doing an on-time drawing. *(as guests arrive give them a ticket and let them know that you will be doing an on-time drawing at the beginning of the presentation. Any small item is good for the drawing - purse size hand cream, mini candle, mini aromatherapy lotion or salt scrub or a package of different samples. This is a signal to say "we are ready to get started".)*

Step 2 - Acknowledge and Gift Your Host and Pass Out Catalogs, pens and Customer Care Forms inside Catalog: *(some consultants prefer to handout the catalogs at the end of the presentation)*

Your host is your common connection with the guests. *(I want to thank you all for coming today/night. . I'd like to thank Mary for hosting our workshop tonight. Mary told me that she had some wonderful friends that she was going to invite and I'm so happy to meet all of you. We are going to have some fun tonight. Again, Mary, thank you for hosting tonight. Here is a gift to thank you and this is only the beginning. Lots more gifts to come!*

Today/night you are going to get a chance to try some of the most advanced skin care products on the market. (if you are doing the health portion too) And, we are going to talk about how we have put a system together for you with our nutritionals and detoxifying products to help support you in looking and feeling your very best.

Did you all get a cup of our detox tea/iced citrus drink and some of the protein bars? Each of you has a catalog in front of you. This catalog is filled with descriptions of our fabulous products, ingredients and also, what makes Arbonne unique. The catalog also will explain the different opportunities for you to get involved with our products and company. I'd also like to ask you to please wait to look through the catalog until the end of the class. I know it's tempting to jump ahead in the catalog, particularly since our catalog is so beautiful, but I promise that you will enjoy the presentation much more, if you stay with me during the presentation.)
(Don't forgot to smile and have fun with the guests!!)

Step 3 - Share Your I Story: How you were introduced to Arbonne. Why you are doing Arbonne. Share your experience or the experiences of people you know whose health and skin and lifestyle were improved greatly by the products and income opportunity.

*"I was introduced to the product and business.....
I love sharing these amazing products because.... My life has been so busy these past 10 years, that I've decided, it's my time. Arbonne is giving me back control of my time and finances and I'm passionate about building this business. Our products will change your skin; our business can change your life. Watch me tonight - I'm building a strong team in this area and I'm looking for people who are looking for a way to create an additional income or looking for a new career that will allow them to earn more and live the lifestyle that they truly deserve!*

Step 4 - Arbonne Story and Arbonne Advantage:

Arbonne was founded in the U.S. in 1980 by a Norwegian entrepreneur, Petter Morck. Today, Arbonne is a 31 year old Anti-Aging & Wellness Company currently in 4 countries, US, CA, AU and the UK. Arbonne has combined sales of over 1 billion dollars in just the last 3 years. Our products are inspired by nature and enhanced with Science. We provide products for the entire family, Our products are:

The purest, safest and most beneficial on the market today. They are free of mineral oil or petroleum, high levels of preservatives or harsh chemicals, free of animal products or by-products and no Paba. We are also Vegan certified

Recently the cosmetics safety review released this information:

Women use an average of 12 cosmetics a day

Men use an average of 8

Women are exposed to 512 chemicals a day

Teenage girls - 200 a day

In 2003 The European Union banned 1400 cosmetic chemicals

**Since 1938 they have banned over 12,000
In the US the FDA has banned only 8**

*It takes 26 seconds for chemicals to get into your blood stream
We are so proud of the fact that Arbonne is developed under
European Guidelines*

Arbonne abides by the two highest standards of cosmetic safety:

- *The European Union Cosmetics Directive and the*
- *European chemicals agency know as REACH (Registration, Evaluation, Authorization and Restriction of Chemicals).*

More than likely you are already using hair products, bath products, skin care, makeup, shakes and vitamins in your home.

- *We simply show people how they can SWITCH to Pure, Safe and Beneficial products.*
- *How to enjoy one stop shopping and SAVINGS EVERY TIME YOU SHOP!!*
- *If you are interested in learning how to save and earn money, I can show you how to do that too.*
- *"The essence of Arbonne is empowerment, confidence, looking and feeling your very best and making a difference.*
- *Once of the best ways you can make a difference today is to teach others how they can have more in life; whether it is better health, confidence, money or time.*
- *Today, women and men wear so many hats. Some of you moms, not only are homemakers, but you work outside of the home too. Tonight our goal is to help you learn how to take care of you. At Arbonne, we say," how old you are is your business, how old you look is our business!"*

Step 5 - RE9 Advanced:

Are you ready to try some products that prevent and reverse the signs of aging? There are 3 categories of skin care on the market today:

- *Economy Products: (drug store/grocery store/beauty supply brands)*
- *Premium Products: (department store, salon's and physician's offices)*
- *Ultra Premium with Distinction: (Swiss products that are extremely expensive and not readily available to everyone because of the price)*

*Arbonne falls into the Ultra Premium Swiss category!!!
It's Botanical Based, It's Swiss Formulated and:
It's Affordable because we sell through Direct Sales.*

Because we don't advertise, we have no middleman. This enables us to get these fabulous products in the hands of our consumers for an economical price.

90% of aging has to do with outside factors, such as the environment, sun, diet, smoking, exercise, and mineral oil based products. Our Anti-Aging product, RE9 Advanced, prevents, reduces and reverses the visible signs of aging.

RE9 synergizes 9 Major age-defying elements & botanicals in a powerful "system of products" that address; fine lines, wrinkles, dehydration, loss of moisture retention, loss of collagen and age spots - all the signs of aging.

CLINICALLY PROVEN to start working within 24 hours.

- Just to name a few ingredients: Stabilized Vitamin C and Algae supports the collagen and moisture framework of the skin. They help to diminish fine lines and wrinkles.*
- Alpha Lipoic Acid is a powerful anti-oxidant that promotes cell turnover.*
- Marine Lavender extract helps reduce the appearance of wrinkles*
- Peptides enhance skin smoothness while diminishing the appearance of fine lines and wrinkles*
- Pineapple and papaya enzymes gently exfoliate and removes dead skin.*
- Kudzu Root Extract - improves the skin's tone and firmness.*
- Tons of botanicals that sooth and reduce inflammation - a major cause of premature aging and:*
- Vitasphere Technology (a tiny, time-release capsule delivery system that takes antioxidants to the cellular level for smooth & supple skin)*
- It is self adjusting and releases only the amount of vitamins, oils and water that your skin needs.*

We have amazing "fusion packaging" airless pumps that protect the product from contamination and they are pre-measured to deliver the exact amount of product that you need. Only 1-2 pumps are needed.

Step 6 - Pass Around the Products:

A small amount of these products goes a long way. They are very concentrated – 1 or 2 pumps is all you need. The wash, toner, serum and eye cream are products you use twice daily.

- You have already washed your face in the bathroom earlier and prepared it with the toner and serum. How does your skin feel right*

now? **(if you did not do this in the bathroom when guests arrived then you'll need to pass these 3 around now)**

- You'll wash your face morning and night. The **cleanser** gently cleanses, smoothes and renews. You just need the size of a dime, add water and massage gently over your face. You can cleanse in the shower or at the sink. Remove with a wash cloth or sponge.
- **Toner** – rejuvenates, tones and balances your skin and prepares it to accept the moisturizer
- **Serum** - firms, lifts, exfoliates, diminishes appearance of fine lines and wrinkles
- **Eye cream** - supports collagen around this delicate tissue and reduces puffiness and dark circles
- **Day cream** - this is for the daytime use - supports collagen, locks in moisture and protects with spf 20
- **Night cream** - this is for nighttime use - at night while you are sleeping, it's the time for your skin to repair and this ultra-hydrating night cream supports collagen production and helps repair the skin to restore a youthful appearance.

In your system you will also receive a travel size age-defying neck cream, which visibly firms and tightens the décolleté. It also smoothes the lines and wrinkles.

You may have people who are not ready to use anti-aging yet. For these guests - let them try the FC5.

Step 7 - Close Skin Care Portion:

You can take care of your skin for less than a cup of starbuck's coffee a day. I'm going to show you how you can get this fabulous skin care system for even less than that! **(if you are only doing the RE9 portion - go to 3 options for shopping tonight closing at the end of document)**

Step 8 - We are now going to go to the Arbonne Essentials and a Healthy Lifestyle part of the presentation -

Dr. Thomas Fuller said; health is not appreciated until sickness comes. Arbonne Essentials and our 30 days to feeling fit makes getting healthier easy.

- *Easy way to get the vitamins and minerals you need throughout the day.*
- *Easy way to approach everyday nutrition that will help you feel better, lose weight if you need too, and increase your energy.*
- *It's a support to help flush toxins from your body.*

- This is an integrative approach to **Maximize Absorption and Effectiveness**. Remember this: "It's not what you eat, it's what you absorb". The products are:
- Vegan Certified
- Formulated without:
 - glutens or dairy*
 - artificial colors, flavors or sweeteners*
 - cholesterol, saturated fats or trans fats*
 - animal protein*

WHY A HEALTHY LIFESTYLE?

a. Our environment and the food we eat have changed drastically over time. Both the environment and the foods that we eat are much more toxic than years ago. These changes have occurred so quickly, that our bodies have not been able to adapt to those changes. Our bodies cannot handle the excess toxic buildup.

b. It's helpful to think of our bodies like a bathtub: just like a tub fills with water through a faucet, our bodies fill up with toxins through the air we breathe, the things we touch, the products we put on our skin as well as the food and beverages we eat and drink. In a bathtub, if the water comes in at a faster rate than the water goes out through the drain, the water level rises and can even spill over the top. In our bodies, when toxins come in at a faster rate than our bodies can process them, our body pulls those toxins away from our vital organs and holds them in fat stores. This is why some people can eat less, exercise more and still not lose weight. Our bodies will release fat stores only when we clear out the toxins.

Sometimes our toxic load is so high that it spills over the top, which can lead to a range of health problems such as diabetes, skin irritations, heart disease, chronic pain, digestive problems, cancer, etc..

c. When we focus on eliminating toxins from our diets and eating whole foods, we help our bodies detoxify. Back to the bathtub example: By decreasing the amount of water coming in through the faucet, the water level naturally falls. The same is true for our bodies. When we decrease the toxins coming in, our overall toxic load falls. It is also important to "clean the drain" so that toxins can be more efficiently eliminated. Our healthy lifestyle program offers whole food nutrition as well as a liver and kidney

cleanse so we can effectively decrease our overall toxic load. When we decrease our toxic load, we feel better and are also able to lose fat weight, especially lower belly, hips and thigh fat.

- **When you remove acid toxins from your body you will flush fat fast!!**
- Most people just focus on weight loss and not health. Even if you are at a healthy body weight and don't need to lose weight, it is still very important for you to detox, eat right & get the nutrients your body needs.
- What if you could feel better, look better, lose weight and have more energy? Would that be worth 30 days of making some important changes in your diet and lifestyle?
- If you're ready for more energy and balance, this is the plan for you!
- We have a complete system with support and directions, including the nutritional products to support this program.
- We also have instructions to help you purchase non-allergenic foods and recipes to help you with this program.
- This program will help with allergies, immune function and adrenal function, weight loss, mental clarity and mood swings.
- **This is a great place to share testimonials (yours or someone else's)**

HOW TO PRACTICE A HEALTHY LIFESTYLE?

Two Steps to "The 30 Days to Feeling Fit Program:"

1 - Eating Whole Non-allergenic Foods:

- Eating whole foods gives our bodies a rest from digesting the processed foods that our bodies were not designed to process.
- When we eliminate highly allergenic foods, we keep our bodies from producing their own toxic responses to those foods.
- Reduce or eliminate as much as you can – gluten, dairy, processed foods and genetically modified foods. "30 Days to Feeling Fit" has a list of recommended healthy foods, recipes and how to shop for these healthy non-allergenic foods.

2 - Start with a Gentle Liver and Kidney Cleanse:

- Clean the drain and eliminate the toxins from your body, stabilize your weight, increase energy, improve skin! (7 day Detox and Detox Tea)

Step 9 - Arbonne Solution, the Products you will need:

Protein Shake has 20 grams of non-allergenic, vegan protein powder (not soy or whey). Contain 3 sources of vegetable protein: Pea Protein, Cranberry Protein and Rice Protein.

- Meal Replacement, boosts energy, over 20 essential vitamins and minerals, dairy free, lactose free, gluten free. Contains no saturated fats, trans fats or cholesterol, no artificial sweeteners, artificial flavors or colors. It also contains: flax seed, Co Q10, and alpha lipoic acid.
- For breakfast it protects us from carbohydrate cravings.
- As a Recovery Shake, the protein goes directly into muscles to build muscle mass which will increase metabolism.
- Arbonne's exclusive INNERG-PLEX and Protein Matrix blends help you feel fuller longer.

Fiber Booster has 12 grams of high quality tasteless, odorless fiber (half of your daily requirement). Derived from fruits, grains and vegetables. Can be mixed in liquid or food. Keeps things moving - eliminating toxins from our bodies. 1 scoop a day

- This product enhances your daily dietary fiber intake
- It soothes the colon
- Helps you feel fuller longer and supports balanced blood

Digestion Plus - contains 11 digestive enzymes. Probiotics slow down the production of disease causing bacteria and they help scrub away yeast overgrowth in the lower GI. Prebiotics are enzymes that help to keep beneficial bacteria healthy. Use once a day in any cold or room temp drink or in your shake.

- This is for daily digestion support.
- Will help to eliminate digestion problems, bloating or gas.
- Helps you to absorb your food better by breaking down fat, protein and carbohydrates into their most basic forms.

Energy Fizz Tabs - Increases energy, increases metabolism and controls hunger. Use 2 to 3 Fizz tabs a day. Take the Fizz tabs when feeling tired, hungry or need a boost. Contains Green Tea, Ginseng, B Vitamins, guarana and rhodiola.

Fit Chews - Delicious sweet chews in chocolate and caramel. When you feel like having something sweet to eat. Controls cravings while keeping energy levels sustained. Also contains rhodiola. Use up to 6 a day.

7-Day Body Cleanse - Helps cleanse and detoxify the system and support the gastrointestinal tract. Contains: senna, rhubarb, milk thistle, aloe vera and marine botanicals which provide antioxidant support and protect the cells. Your body can hold 5 - 25 lbs of waste in your colon.

- 1 bottle a day for 7 days, mix with 32 ounces of water.
- Assists with the gentle elimination of toxins which lead to fat stores and heavy metal build up in your body.
- Eat healthy meals while doing the cleanse.

Detox Tea - assists the daily cleansing of the liver and kidneys by helping the body to filter and clear toxins. This in turn regulates cholesterol, balances blood sugar and promotes weight loss. Liver dysfunction is more closely related to obesity than any other single factor. An overburdened liver is one of the reasons people plateau during weight loss.

- 2 to 3 cups a day
- It contains milk thistle, couch grass, sarsaparilla, peppermint and dandelion.

10. Closing and Close Sheets

It was such a pleasure spending the evening with you. You all look rejuvenated. I want to thank ___ again for hosting tonight. She/he will be earning host rewards based on the orders we take tonight.

We have detox tea, and Arbonne protein bars - made with our protein powder as refreshments (or whatever you are serving) Before we enjoy some refreshments I'd like tell you how you can get these fabulous products at a great savings. (see the health and beauty close sheets on www.sandratillinghast.com under the consultant library section. These close sheets incorporate the RSVP)

With Arbonne we have 3 ways to win.

Hold up the customer care form. Please take just a couple of minutes to fill out this form. I want to give you the superior customer service that you deserve and this information will help me do just that. I'm going to give each of you my information so that you will always be able to contact me for your skin care or nutritional needs.

You have 3 options tonight:

1) Client - shop retail and enjoy great customer service and convenient delivery. If this is what you choose, I recommend starting with the products that you can't live without and then book your own get together to hold in

the privacy of your home with a few of your friends. Earn host credit to get the other products that you have on your wish list.

2) One of the most popular ways to purchase Arbonne products is to become a preferred client and enjoy a 20% discount every time you shop. I can show you how you can shop on-line and have your products delivered to your home. It saves you money, it's convenient and saves you time.

3) For those who want it all, You get the biggest discount, 35% off and the opportunity to take part in our fabulous income opportunity. That's what I did! I knew that I would be telling everyone I knew about these amazing products. We have people from all walks of life experiencing success in Arbonne. Whether you want to make a little money or replace your income from a full time career. An Arbonne business can give you flexibility, time and money. If you are interested in this option, let me know and I'll give you a packet of information and we can set up a time to get together.

You also have a flyer in your catalog that has a great special on it. This is our health and beauty very best deal. With this package you get \$795 in product for only \$350. That is a 50% savings and 1 free product up to \$100 value. This option is available to new preferred clients and consultants.

If these are not the products that you want, you can pick and choose what you'd like.

- I will be meeting with each of you individually to help you with your orders. I'll show you all of your options. I'd be happy to start with whoever needs to leave first.*
- Let's get some refreshments and start shopping.*

Other Options You Can Offer:

- If the RSVP doesn't fit into your budget then you may want to get a PC account for \$29/20% discount. Order a \$150 tonight. You'll get your 20% discount and you qualify for a free product up to \$100 value.*
- If you are interested in the Nutrition line - I recommend our Arbonne Special Delivery Program - that way your nutritional products/vitamins will be delivered every month. Sign up for \$109 tonight. Save 35% on your order (this will most likely pay for your sign up). If you sign up for a monthly \$150 a month order - you'll receive a 35% discount every month on your order and you will always have the option of taking advantage of our generous income opportunity.*

Notes and Additional Verbiage for Consultants:

- **Sets you may want to mention depending on the group:**

FC5 Face - Under 25 and great for very sensitive skin. FC5 is perfect for those people who are not yet ready for anti-aging. This line is infused with essential phytonutrients like kiwi, strawberry, pumpkin, mango and carrots that are biocompatible with your skin. Each preserved fresh cell remains encapsulated, untouched until they are applied to the skin where they release precious nutrients. This is a groundbreaking fresh cell technology which hydrates and preserves the skin's natural radiance. Two formulas: normal/dry and oily/combination.

Revelâge - This is our anti-aging brightening treatment. It is formulated to reduce the appearance of age spots, freckles and uneven pigmentation. I highly recommend the Age Spot minimizer. This product targets and precisely delivers a blend of powerful antioxidants and brightening ingredients to skin for maximum, all-day performance. Give you a more even, luminous skin tone.

ABC Arbonne Baby Care - This is our gentle, ultra mild line formulated for babies. Tear-free cleanser, sunscreen, lotion, body oil and diaper rash. Some of the key botanicals in this line are oat and Shea butter.

Men's NutrimenC anti-aging line - This is a very popular line, includes a shave lotion. The cleanser is designed to cleanse around the hair follicle. The toner helps to pH correct the skin and keep the beard softer and easier to shave.

- **Additional Verbiage when taking orders:**

If someone orders a few things but not a set of RE9 or FC5 - send them home with a sample. Be discreet when you give it so others don't decide to wait on a purchase. Explain how to use it. Let them know you will be following up in a few days. At the time you follow up offer them the option again to host. Sometimes people have money issues that they are not comfortable discussing at the workshop.

When taking orders - Is there anything about what I do that you could see yourself doing? I hope you saw it as a compliment that I asked you.

Ask and Listen - Would you recommend me to anyone you know as I am expanding my business?

Find out their Needs - (Dreams, Desires, Discontents) What is your job/line of work? That sounds very interesting. Do you find it rewarding?

***Purpose for bringing a few full size foundations:** We have suggested a few colors that work for most skin tones. This is also a good reference point to start from when selecting colors. You will know if you need to go up or down with the samples. Otherwise you may use a lot of samples to match the foundation color.