

DAILY GUT RESET PRESENTATION





WHAT TO BRING

Display Table

- GreenSynergy Elixir
- Energy Fizz Sticks (at kitchen counter)
- DermResults Advanced 5-Step Set
- Meal Replacement Shake

Sampling

- Fizz Flight
- Optional:
 - GreenSynergy Elixir

Materials

- Fizz Flight cards and cups for Fizz samples
- Laminated before & after and clinical results to pass around
- Handouts (hold until end of presentation)
 - PC order forms
 - Current free product list
 - Clipboards
 - Pens
 - Client Care Card (Ask clients to fill out when you pass out clipboards.)



Hosting (optional)

- A few free products of your choice to play "Spin the Fizz" game
- Or "Book to Look" game: envelopes with product pictures inside, and tray for envelopes
- Or another favorite booking game

WELCOME AND MY STORY

Welcome everyone! Thank you _____ so much for hosting tonight. Here is your *free gift I promised you just for getting a few friends together. (*This gift is optional.)

I'm so glad you are here! I'm so excited to be with you to share about something I'm completely passionate about: Daily Gut Reset

I'm going to share

1. About Arbonne. Who we are and what we stand for.
2. About our two flagship product lines: Daily Gut Reset Program and our amazing skin care line.
3. How you can purchase the products you are most interested in at a great discount.
4. And, if you're interested, how you can be a part of Arbonne as an Independent Consultant and earn a great income alongside your busy life.

But first, let me tell you a little bit about me

(Share your story and if you are new, share the story of your upline VP. This should only take about 3 mins).

Sharing tips:

1. How you were introduced
2. What your initial hesitations were
3. Why you eventually said yes
4. What Arbonne has and is going to do for you and what you have seen it do for others. If you are new make sure to share the story of your upline.

WHAT MAKES ARBONNE DIFFERENT

- Arbonne has been a leader in the “clean product” movement, offering premium, plant-based, health and wellness, and skincare products since 1980 (over 43 years). Long before people were even using the word “clean” to describe non-toxic ingredients, Arbonne was formulating products that were pure, safe and beneficial.
- Arbonne has a very strict ingredient policy. Did you know that in the US, only about 11 harmful ingredients are banned in the skin care and make-up products? In Europe, there are about 1,600 ingredients banned. Arbonne has gone above and beyond these numbers! We have a “Not Allowed” list of more than 2,000 ingredients that are not allowed in our products including: mineral oil, parabens, phthalates, artificial Dyes and chemical fragrances, artificial colors, flavors and sweeteners. We don’t just claim to be clean, but we are certified non-GMO, gluten free, vegan, kosher, halal approved and we do not use animal products or by-products!
- Arbonne’s products are the best of science and nature. We have ingredients that give results, but we leave out the ingredients that are harmful to us and to the planet.
- Arbonne offers a 90-day return policy.
- We are super proud to be the number one wellness brand with a B Corp certification, which means we are ethically bound to balance people and planet, not just profit.

OUR DAILY GUT RESET PROGRAM

- Let's talk about our very popular Gut Reset Program and overall gut health.
- Data:
 - According to the National Center for Biotechnology Information (NCBI): 70-80% of your immune system is in your gut.
 - Quick fact: gut health industry market size is predicted to increase to 89.9 billion by 2030, from 44.4 billion in 2022! And 2022 saw the highest rise in gut health awareness by 52%!
 - It's no surprise that we are hearing about gut health everywhere!
 - Knowledge is power! When you know better, you will do better. This program will help you reduce bloating, have glowing skin, reset your gut, and, when you incorporate it with our Meal Replacement shake, you will have great nutrient intake...which will help you lose weight if that is one of your goals.
 - Common thinking is if you lose weight, you will get healthy. The truth is that if we take care of our health, our weight will take care of itself. You cannot out-exercise a bad diet.

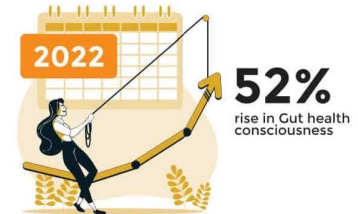


Source: NCBI



2030	\$89.9b
2028	\$71.87b
2026	\$61b
2024	\$51.87b
2022	\$44.18b
2020	\$37.7b

Source: grandviewresearch.com



ndinsight.org



LET'S DIVE INTO THE PRODUCTS!

GREENSYNERGY ELIXIR 3-IN-1 PRODUCT



- This is a simple, easy way to help you create sustainable, healthy habits! Everyone needs this, and you are going to want to drink this every day, because it has an amazing citrus taste! It's 3 products in one:
 - Collagen Builder (Vegan)
 - Vitamin C, hyaluronic acid, biotin. Beneficial ingredients for the skin, hair and nails.
 - Gut Health/Support
 - 13 key digestive enzymes with prebiotics and 3 Billions CFU of Bacillus coagulans probiotics.
 - Greens Superfoods
 - Phytonutrient blend from whole foods.
 - 12 key fruits and veggies including kale, broccoli, spinach and spirulina, so you can get the greens you need in your diet!
- ✓ Supports digestion
- ✓ Reduces bloating
- ✓ Supports a balanced healthy gut leading to a healthier immune system



ENERGY

EnergyFizz Ginseng Fizz Sticks

- A low-calorie drink that helps promote alertness and endurance when you start to feel tired. (They only have 15 calories!)
- These can be a great replacement for coffee, soda, and unhealthy energy drinks!
- Contain antioxidants, ginseng and B vitamins.
- Boost energy levels (natural energy from green tea and guarana)
- Enhance cognitive performance
 - Ginseng root, CoQ10, Chromium, and B Vitamin (Riboflavin and Niacin)
- Several Flavors (tried in Fizz flight)



PROTEIN MEAL REPLACEMENT SHAKE

- Show Arbonne provided before and after
- Our shakes come in vanilla and chocolate, and all you have to do is mix them with water!
- They are great for “on the go!”
- 24g of vegan protein
 - Pea, hemp seed, pumpkin seed, quinoa, and rice to fuel your body and satisfy hunger.
 - Replace 1 meal per day to maintain, 2 to lose (plus a healthy meal)
 - Healthy fat from avocado oil (only shake on market with avocado oil)
 - It has a complete amino-acid profile for lean muscle building and is low glycemic!
 - We will give you tons of delicious recipes!

COST BREAKDOWN PER DAY



- The three products we just talked about are a GREAT way to start and maintain super healthy habits each day! Here's even better news! The daily cost for all three of these products is only \$7.50 a day! Remember, with the three products you are getting a full serving of superfood greens, your daily probiotic, a collagen builder that helps your skin, hair and nails, a daily clean energy drink and a delicious meal replacement shake! \$7.50 is less than Starbucks drink and even less than a fast-food meal! The trio is much healthier than either of those! And, you will get to pick an additional free product to try! EVERYONE CAN ADD THESE HEALTHY PRODUCTS TO THEIR DAILY ROUTINE....AND ENJOY THE LIFELONG BENEFITS!
- If you are looking for a full body reset, you will want to order our 30-Days to Healthy Living Set! This is an amazing program to reset your metabolism and help you identify foods that are not serving your body. I can answer any questions when we chat one-on-one at the end.

DERMRESULTS ADVANCED 5-STEP SYSTEM

- Now that we are getting the inside healthy with our Daily Gut Reset, we want to make sure what we put on our skin is healthy too!
- Show Arbonne before and after and clinical trial results
- Most powerful anti-aging
- Combats signs of aging with intense hydration
- Clinically studied to improve fine lines, wrinkles, loss of volume, elasticity and rough texture
- Exclusive hyaluronic acid complex (builds up moisture reserve within and fortifies skin's moisture barrier)
- Designed to work together for best results (cleansing balm, toner, serum, moisturizer, and eye cream. Plus Soft Focus Veil for an SPF – like a filter for real life)
- Clinically Tested DermResults Advanced Results: (after 4 weeks, using twice a day)
 - 93% of participants reported that their skin felt more moisturized.
 - 84% of participants reported that their skin visibly looked plumped and well-hydrated.



DERMRESULTS ADVANCED 5-STEP SYSTEM

If you have time, share. If not, skip.

- DERMRESULTS CLEANSING BALM: The 2-in-1 cleansing facial balm and makeup remover immediately melts onto the skin and transforms into a milky cleanser on wet skin. I love how it leaves my skin feeling silky soft, but really clean! Cleansing balms are really trending in high-end skincare lines.
- DERMRESULTS TONING ESSENCE: This mineral-infused, multi-tasking toning essence preps, tones, balances, soothes and delivers essential hydration to the skin. I love the toner because it preps my skin to really absorb the serum, moisturizer and eye cream and even better results!
- DERMRESULTS ADVANCED SERUM: This powerful daily facial serum features our exclusive multi-tier molecular weight Hyaluronic Acid Complex that infuses skin with moisture and supports collagen to achieve youthful-looking skin. The serum is definitely the “super hero” product! It immediately and over time combats the signs of aging like fine lines, wrinkles, dryness and texture. I apply this straight to my most concerting areas first, then smooth it all over my face and neck.
- DERMRESULTS ADVANCED MOISTURIZER: An indulgent, hydrating cream for day and night, 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 youthful-looking skin. I have never used a moisturizer that left my skin feeling this hydrated before!
- DERMRESULTS ADVANCED EYE CREAM: This luxurious, rich eye cream is formulated with clinically tested ingredients to help reduce visible signs of aging. Formulated with a combination of Hyaluronic Acid and a peptide that delivers hydration to support collagen for a firmer, tighter and more elastic appearance. Noticeably improves the look of skin texture and supports the appearance of youthful-looking, more lifted skin. I love that the eye cream helps with puffiness and dark circles, too!
- Also – all the glass containers are much better for the environment and look gorgeous on your bathroom counter!

WHERE DO YOU SEE YOURSELF? CLIENT CONNECTOR CONSULTANT

(1) CLIENT

1. PREFERRED CLIENT

- When you become a Preferred Client, you can start saving today!
 - You get a 20%–40% discount and free shipping
 - Arbonne puts awesome rewards on your account every time you place a qualifying order!
 - Hop online and order your products whenever you need them!
 - It's just \$29, similar to a Costco membership, and you can enjoy the benefits right away!
 - There's no monthly minimums, nor are you required to purchase every single month. Use your account as much or as little as you want throughout the year.
 - We also have an awesome “restock box” option if you want to commit to healthy habits and not run out of your favorite products!
- The different sets you will see on your clipboard are the most popular sets and savings you will receive as a Preferred Client! We also love helping people customize their own sets/orders!

(2) CONNECTOR

- How many of you had fun tonight? I'm so glad, because one of the ways you can help me (or you can support _____'s business) is by getting a few friends together and letting us come share about Arbonne. It doesn't have to be big or fancy. It can simply be you plus a few friends in a living room or around a table. I'll do all the work! Seriously, just you and two friends is a get together!
- I love getting to meet new people and I love spoiling those that CONNECT me, which starts with our "BOOK TO LOOK" game!
- ****Optional: Play "Spin the Fizz" game*
- Instruction for both games at the end of the presentation.

(3) CONSULTANT

- The products can change your health, but this business opportunity can change your life, and it has mine and so many others! You've heard my story and my friend _____'s story. Here are a few other benefits and a little about the earning potential:
- You can own your own online business with a \$99 startup fee, and work it alongside your current career, school schedule or busy life.
- As a Consultant, you can choose two ways to be involved:
- 1. The first option is just to share Arbonne with the people you know. I'm sure as you are sitting here today you have thought of someone who would love or needs our products. We all know people who want to look and feel their best. When you share Arbonne with people, every time they place an order you earn a commission, and you continue to earn commissions every time they reorder. You can share with 5 people or 500 people; it's your choice. As a Consultant you can share products with others as little or as much as you want.
- 2. The second option as a Consultant is to become a Business Builder and build a team. Basically, as a business builder you would not only share the products with others and earn commissions on your sales, but you would also share the business opportunity with people who might be looking for extra income and teach them how to share the products. It's so simple! I would love to tell you more about this option in case you know someone who could use an extra \$500 a month, replace their income, or somewhere in between. It has been such a blessing to my family!
- That \$99 signup fee is the same, whichever direction you choose to go, and you can work this business as little or as much as you want.
- Just so you know what's possible, here are the average monthly incomes at each of our management levels: (****Get numbers for DM, AM, RVP and NVP from earninigs.arbonne.com*)
- The best part: You get to choose how far you want to take it! You can not only help your family, but other people, too!

WRAP UP THE EVENT

- Thank you so much for coming! I loved spending time with all of you!
- Here are our most popular packages: (pass out clipboards with PC Specials sheet and go over the specials)
- What most people do is get the package with the GreenSynergy Elixer, Fizz and Protein.
- To order, all you do is circle what you are interested in. I'll help you calculate the price and make sure you get the best deal and any freebies you might have earned. Remember – we have a 90-day money back guarantee.
- If you are interested in becoming a Consultant, that information is on the back of the PC form.
- I will be right over there to help (kitchen table)! I really do love helping people by answering questions about the products or the business, and by helping them put together packages that they are most interested in that also fits in their budget.
- If you're in a hurry, I'll meet you over in the kitchen right now so you can get going. (Have a designed "checkout" area ready to go.)
- Again, thank you _____ for hosting and thank you so much for coming everyone! I loved getting to meet everyone and can't wait to help you!
- (Remember to cover PC order, Host, Or Business at the table.)
- (Make sure to ask each person individually about what products they are interested in, about hosting and if they heard anything about the business that intrigued them. Preferably do this at the event. But if you miss someone, you can call or text them to follow up.)

WHAT YOU SHOULD HAVE AT THE CONSULTATION TABLE

- 1-2 Catalogues
- Is Arbonne for You Flyers
- Extra forms with PC Specials
- Pens
- Basket or bag of giveaways for hosts if they book that night with you at the Consultation table.
- Optional: Extra products from your inventory for people who want to buy things at retail right there and take them home. (They can Venmo you the money.)

WHAT TO SAY AT THE CONSULTATION TABLE

STEP 1. HELP THEM PLACE THEIR ORDER

- “What option are you thinking about?”
- Look at their special sheet to see what they have circled and make suggestions based on what they need. Say something like, “Most people start with the package that have the Protein and add the Tea. Many also add the DermResults because you get the best of both worlds. Is that something that appeals to you?”
- If they say “yes,” place the order and move to Step 2.
- If they say “no,” and just want one set, help them with what works best. Offer them one of the sets and don’t be afraid to pause for their response. Let them think for a minute.
- Tell them about the Restock Box (Autoship). Say, “Are you wanting to do this for just one month or is your goal to create sustainable healthy habits? You may want to sign up for our Restock Box! It’s a simple way to get these products shipped to your door at the same time every month so you can stick to your commitment to daily healthy habits! The great news is that you will always get free shipping and a free surprise product every time. Also, you can stop or pause your Restock Box at anytime! Do you want me to set this up for you?”

2. BOOKING

- Ask: “Would you consider getting 3-4 friends together so I can come share these products with them? You would get some great deals!”
 - If they say “yes” ... “I’m so excited for you to get your free gift and for you to get even more products at an awesome discount.
 - Get out your calendar: “Which is best for you: weekends or weekdays?” Continue to give 2 date options until you land on one.

3. OPPORTUNITY COFFEE APPOINTMENT

- “I would love to grab coffee with you and get to know you better, and also share a little bit more about this business. I could see you doing really well (be genuine), and I think you would be amazing at this! Would you be up for getting together?”
 - If “YES” pick a date/time in the next 48 hours, if possible. Be sure to send them a recorded DA to listen to prior to your meeting!
 - If “NO” say “I totally understand. I’m so grateful you came tonight, and I had the chance to meet you! Would you be up for connecting on social media? I’d love to stay in touch!” Go follow them on IG and FB. Add them to your client group.

24 HOURS AFTER

- Call everyone who attended the party! Thank them for coming and follow-up in several ways:

1. ORDER: Make sure they were able to order the products they were interested in. If not, answer their questions, and help them order if they're interested. If they need to wait, mark your calendar to follow-up.

2. HOST: ask again the next day. Simply say:

- *"I know I mentioned a get together last night. Some people think that means they have to fill their living room with tons of people. Well, I actually love small get togethers. You + 2 people would be perfect. I would treat you to a free product and MY 35%-50% discount for you. I would love to meet just a couple of your friends. Would you consider getting a couple of friends together for me? It would mean the world to me!"*

3. OPPORTUNITY: Don't prejudge and give everyone an opportunity to say yes to the business opportunity! You never know who left the event thinking more about how they could really use this business, but they just need one nudge to give them the courage to check it out.

- *"Hello Samantha, I just wanted to say thank you again for coming last night. I really enjoyed meeting you! I know I mentioned this last night, but I was wondering if you heard anything last night that intrigued you even just enough that you would consider letting me treat you to coffee to tell you a little bit more about how this business works? If we meet, and it's not for you, it won't hurt my feelings at all. We can just enjoy coffee, but I had to ask because I just couldn't get you off my mind. How does that sound?"*
 - If YES: *"Oh, wonderful! I'm excited! Do weekdays or weekends work better for you?"*
 - If NO: *"I totally understand! Thank you for being honest with me, and I'm so excited for you to get all the products!"*

BOOKING GAMES

“BOOK TO LOOK” Game

- Here’s how it works: I’m going to pass around this platter of envelopes. Each envelope has a picture of ONE of my favorite products.
- If you decide that you would like to “BOOK” and get a few friends together AND we pencil in a date on my calendar today, then you get to “LOOK” inside your envelope and get that product for FREE at your get together. Get it? “BOOK TO LOOK”
- If you’re not interested in getting a few friends together, that’s totally fine. Just drop your unopened envelope back on my platter before you leave.
- We can talk more about this and the other benefits for just getting a few friends together when I help you with the products you are most interested in.

“SPIN THE FIZZ” Game

- Book a show (party, workshop, get-together -- whatever you want to call it) to take home a prize
- Anyone who books and puts a date on the calendar gets to play.
- This is addictive. EVERYONE wants to play!
- Use full-sized product or break up travel size of DermResults, lip duos or triple hand creams, etc.
- Place the products in a circle and spin a fizz in the middle. Whichever product the fizz points to is the winner.

MAKE THE
**SHAKE
SHIFT!**



REAL RESULTS

ESSENTIALMEAL MEAL REPLACEMENT
PROTEIN SHAKE



**AFTER
30 DAYS
OF USING
ESSENTIALMEAL**

100% SAID THEIR CLOTHES FIT BETTER

92% LOST WEIGHT AND INCHES AROUND THEIR HIPS AND WAIST

83% HAD MORE ENERGY

83% FELT LESS BLOATED

100% WOULD RECOMMEND TO THEIR CLIENTS

100% ENJOYED THE TASTE

Arbonne conducted a limited, 30-day home use test with 12 of its Arbonne Independent Consultants. The study was designed to capture enjoyment of use and ease of incorporating the Arbonne EssentialMeal Meal Replacement Protein Shake into a healthy living lifestyle. Participants were instructed to follow the directions on the product label and the recommended guidelines in Arbonne's 30 Days to Healthy Living Program at <https://www.arbonne.com/us/en/healthy-living/30-days>. Based on its limited design, the self-reported perception results from the 12 participants suggest, but do not prove, that the Arbonne EssentialMeal Meal Replacement Protein Shake supports healthy weight loss. This product is formulated to support weight loss of no more than 1-2 pounds per week when used to replace two meals per day in combination with a healthy, reduced calorie diet and active lifestyle. To learn more, visit arbonne.com and Arbonne's 30 Days to Healthy Living Program.



DERMRESULTS ADVANCED

OUR MOST **POWERFUL** AND
ADVANCED
ANTI-AGING
SKINCARE REGIMEN

WHY WE LOVE IT!

Designed to combat advanced signs of aging with intense hydration, DermResults Advanced is clinically studied to improve the appearance of fine lines, wrinkles, loss of volume, elasticity and rough texture.

CLINICAL RESULTS

5-STEP REGIMEN

- 93%** reported skin felt more moisturized*
- +20%** increase in skin elasticity**
- 84%** reported skin visibly looks plumped and well-hydrated*
- +30%** increase in skin firmness**



*Based on a perception study of 32 participants using the DermResults Advanced 5-Step Regimen twice daily.
 **Based on instrumental evaluation of 32 participants using DermResults Advanced 5-Step Regimen twice daily. Results compared to baseline.

Fizz Flight



Pineapple



Rank: 1-4 _____



Blood Orange





Pomegranate





Strawberry



Other notes:

∞ CLIENT CARD

NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP: _____

CELL #: _____ HOME #: _____

EMAIL: _____ BIRTHDAY: _____

Areas of interest:

- | | |
|---|---|
| <input type="checkbox"/> SKIN CARE (FACE) | <input type="checkbox"/> HEALTHY LIVING |
| <input type="checkbox"/> SKIN CARE (BODY) | <input type="checkbox"/> MAKEUP |
| <input type="checkbox"/> MEN'S CARE | <input type="checkbox"/> HAIR CARE |
| <input type="checkbox"/> ANTI-AGING | <input type="checkbox"/> SUN PROTECTION |
| <input type="checkbox"/> NUTRITION | <input type="checkbox"/> BABY CARE |

Concerns:

- | | |
|--|---|
| <input type="checkbox"/> ACNE | <input type="checkbox"/> SENSITIVE SKIN |
| <input type="checkbox"/> SUN/AGE SPOTS | <input type="checkbox"/> ROSACEA |
| <input type="checkbox"/> WRINKLES | <input type="checkbox"/> ECZEMA |

Please circle how these apply to your interests:

- | | | | |
|---|-----|-------|----|
| 1) EARNING FREE PRODUCTS BY GETTING A FEW FRIENDS TOGETHER | YES | MAYBE | NO |
| 2) RECEIVING YOUR ARBONNE PRODUCTS AT A 20% DISCOUNT AS A PREFERRED CLIENT | YES | MAYBE | NO |
| 3) RECEIVING A 35% DISCOUNT AS A CONSULTANT | YES | MAYBE | NO |
| 4) LOOKING FOR A 'PLAN B' OR AN EARNINGS OPPORTUNITY (VISIT EARNINGS.ARBONNE.COM FOR MORE INFO) | YES | MAYBE | NO |

HOST:

EVENT DATE: