



# 30 DAYS TO HEALTHY LIVING PRESENTATION

*March 2019*

## **PRESENTATION TIPS:**

- Develop a compelling “I” story and practice this with your upline. It’s a very important part of the event! Share it with confidence and conviction.
- Read through this script at least 7 times out loud. Highlight key sentences. The goal is to be familiar with everything.
- Arrive at least 30 minutes early so you have time to set up. Start no later than 15 minutes after original start time even if all the guests have not arrived.
- Don’t take sample packs to your presentation or you will have no sales.
- Bring your computer, iPad, or phone to place orders. Make sure you have downloaded the Shop Arbonne App before the party.
- If you use order forms please do not pass them out until the end.
- When you share the business, do it with confidence. Listen to people, because they will tell you why they need Arbonne. Remember names.
- Have fun!! The more fun you have, the more likely you will be to book presentations. You want the guests to like you so they will want to introduce you to their friends.

## PREPARATION

### **Display Products:**

- Nutrition ASVP  
(bring *Body Cleanse & Greens*)
- RE9 ASVP or Prep Work
- Optional: Water Bottle

### **Sample Products: (Kitchen)**

- 2 water bottles
- Dixie cups
- Fizz Sticks (both flavors)
- Optional: protein shakes and bars

### **Business Aids:**

- Optional: free gift for host
- Catalogues
- Order Form & pens
- Laminated ASVP Specials Sheet
- 3-4 laminated “before and after” pics
- Discover Arbonne Brochures
- ”Is Arbonne For You?” flyers

### **Optional:**

- 10 pretty envelopes (bright colors) with different pictures of products inside to give away for someone who books a presentation. You will order these products in your “\$125 for \$30” specials every time you place your own order of \$250 QV or more.
- Suggested products to order in your \$125 for \$30 special:
  - 5 Fit Chews
  - 12 Water Bottles
  - 3 Mascaras
  - 4 Protein Bars
  - 2 Primers
  - Or a mix of any products to equal \$125 or less.

## GETTING READY

- Arrive at least 30 minutes early to set up product displays and business aids.
- Set up your displays: **#1:** Nutrition ASVP **#2:** RE9 ASVP or Prep Work **#3:** Favorites (optional)

## KITCHEN

- Set out your bite-sized protein bars, and make 2 bottles of Fizzies (cold), one of each flavor, and pour them in Dixie cups. (Optional: shake samples)
- Spread out some of the laminated “Before and After” pictures in the kitchen
- Greet guests as they arrive and ask them about their family, occupation, or recreation. Find something in common! Encourage guests to try your samples, but don’t feel as if you need to give them the full information right then.

\*Spend about 15-20 minutes in the kitchen, then ask guests to move to living room so you can start the presentation.

## INTRODUCTION

- ASK HOST TO INTRODUCE YOU OR INTRODUCE YOURSELF: Host needs to: (1) Thank guests for coming, (2) Tell them what he/she loves about Arbonne and (3) Introduce you. (Prepare host in advance for this)
- If launching NEW Consultant make sure they say their "I" Story

## MY STORY

Now I want to share a little about me: (spend 2-3 minutes MAX here)

- Name, a little about my family
- How I was introduced to Arbonne
- What Arbonne's products have done for me (or someone else's story until you have your own).
- Hesitations or fears I had about the business. How I overcame them.
- Why I am doing this business
- What this business is doing/will do for my family / My future goals

**SAY: I am building a team and I am looking for people who are interested in sharing this information with their friends. Just let me know at the end if you would like more information!**

## **LET'S TALK ABOUT THE ARBONNE ADVANTAGE**

- Arbonne health and wellness company that was founded in 1980.
- Headquartered in Irvine, CA
- Our products are made in the US.
- We abide by the European standards when it comes to our ingredients. In the US only about 11 ingredients are banned, Europe bans 1,300, Arbonne has over 2,000 ingredients not allowed in our formulation.
- We are in the US, Canada, UK, Australia, New Zealand, and Poland.
- Our products are pure, safe & beneficial
- Botanically-based
- Vegan Certified and Cruelty Free
- Gluten Free Certified
- Certified low glycemic index
- Certified non-GMO
- No artificial flavors, colors, sweeteners
- No Cholesterol, Trans or Saturated Fats
- No Dairy, Soy or Whey

## **WHAT WE WILL DO TONIGHT**

I want to tell you a little bit about what we are going to do tonight:

- I'm going to share some great information about getting healthy, and making better choices in the foods you eat, I'm going to tell you about Arbonne's 30 Days to Healthy Living Program. This program will change your life like it has thousands of others!

- Watch what I do. If you're wanting another income stream in your life, you may consider joining our team. I am going to share some business information with you later!
- If you're not interested in making money (haahaa), but want to shop and save, you'll love our Preferred Client Program. I'll tell you more about it later.

### **WHAT IS ARBONNE'S 30 DAYS TO HEALTHY LIVING?**

- 30 days to give you a jumpstart to a healthy lifestyle.
- This is not a fad diet or a rapid weight loss program. There are no points or counting calories, fat grams, etc.
- You'll be pleasantly surprised by how affordable Arbonne is, even though we use very high-end formulations based on European standards.
- This program costs less than \$10 a day or \$5 a meal. This is not an addition to your grocery bill. It will replace some of your groceries. It will save you money and time, and get you all the nutrients that your body needs.
- We educate and teach people how to successfully create habits that can become a healthy lifestyle.
- Just like we change the oil in our car, we must detox our bodies.
- Common thinking is if you lose weight you will get healthy. In reality, if you get healthy the weight takes care of itself.
- This program will reveal foods that are sabotaging your health. We will reprogram your body to efficiently remove toxins, reset your metabolism, reduce food cravings and renew your skin.
- When you get started on our program, we will add you to a private Facebook group where we will give you grocery shopping lists, meal plans for 4 weeks, encouragement, accountability and education.

## ARBONNE'S 30 DAYS OF HEALTHY LIVING – WHY DETOX

The testimonies are POURING in from this program! **Now share your own testimony...**

Many people don't think they need to detox. Let me start by asking if you suffer from any of these:

- Lack of energy (fatigue)
- Sleepless nights
- Joint pain
- Headaches/migraines
- Unwanted weight/inches
- Bloating, heartburn, reflux
- Irritable bowel
- Depression
- Anxiety
- Cellulite
- Acne

If you have any of these symptoms, it may be time to detox because these are some physical signs of toxicity. I want to share with you what toxins are because they are so important to understand in order to achieve optimal health. Toxins are anything that can't be used as energy in the body. Also, our body uses fat cells to protect our vital organs from toxins. No matter how much you diet, as long as you have toxins in your body you will have fat cells. So, if you flush toxins out of your body, you will automatically flush the fat cells! Thus, the need to detox.

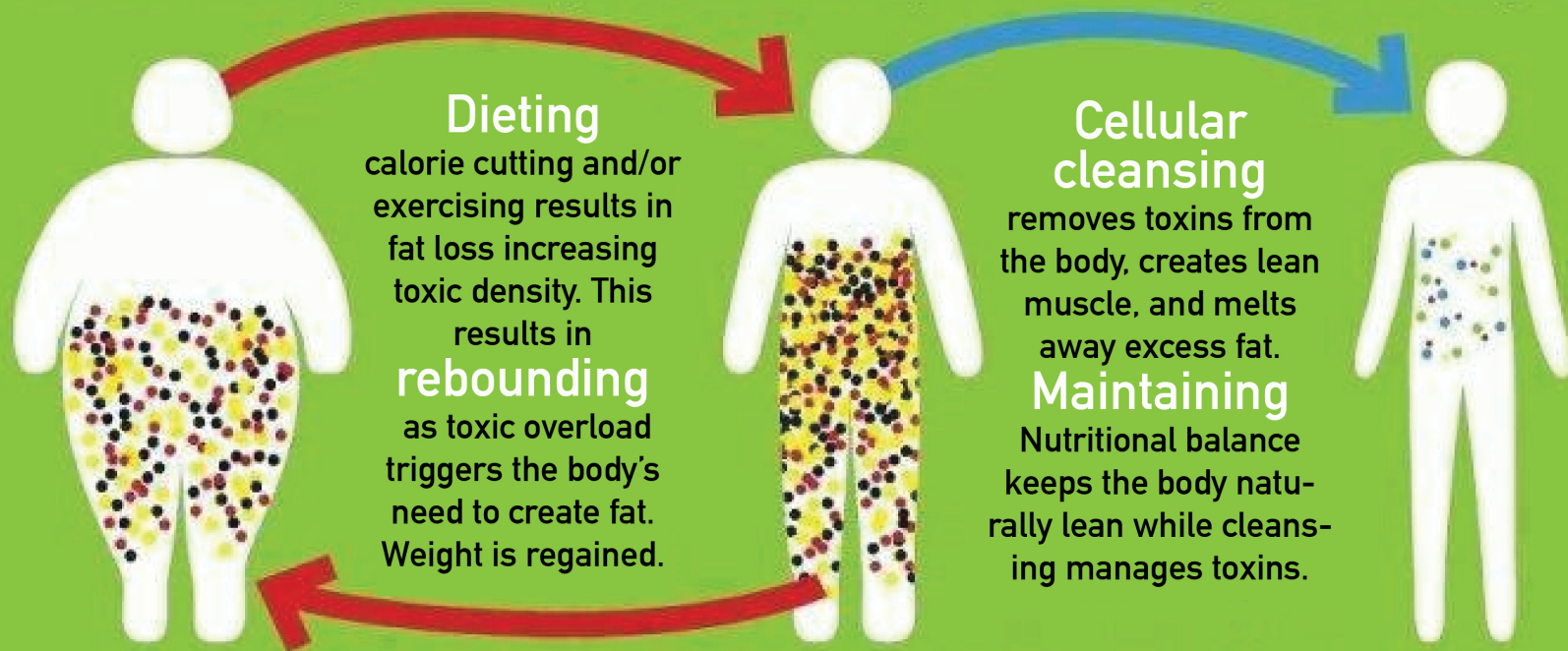
### **EXPLAIN THE NUTRITIONAL REBALANCING PAGE: (next page)**

- This person in Figure 1 decides to diet, cut calories or exercise and they lose weight. But they don't get rid of the toxins. They are actually more toxic than before (Figure 2). This triggers the body's need to create fat (fat cells protect vital organs from toxics). This results in rebounding, and the weight is regained.
- But cellular cleansing in Figure 3, removes toxins from the body, creates lean muscle and melts away excess fat. Maintaining nutritional balance keeps the body naturally lean while cleansing manages toxins.



# NUTRITIONAL REBALANCING IS NOT A DIET

FAT IS CREATED TO PROTECT BODY FROM TOXINS & IMPURITIES CREATING UNWANTED WEIGHT



HEALTHY LOOKS GREAT!!!

## BENEFITS OF ARBONNE'S 30 DAYS TO HEALTHY LIVING

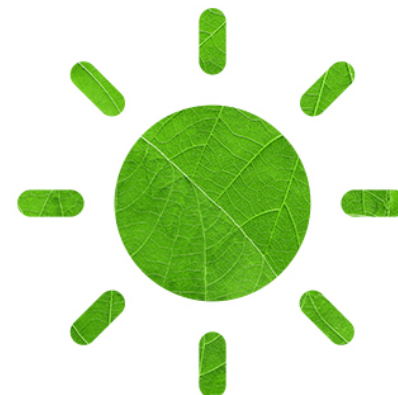
- Weight loss (if that's what you want)
- Increased energy and focus
- Reset metabolism
- Decreased sugar and carb cravings
- Flush toxins, causing the release of trapped fat and the removal of physical signs of toxicity
- Improved sleep and elimination of poor concentration/brain fog
- Decreased joint pain, headaches, anxiety, and digestive issues.
- Beautiful, glowing skin



Pure



Safe



Beneficial

## LET ME TELL YOU WHAT WE WILL DO FOR 30 DAYS DURING THE PROGRAM

### 1. Eat clean, whole foods.

For example: organic fruits and vegetables, cage-free eggs, grass-fed beef, free-range chicken/turkey, wild-caught fish, nuts, complex carbs like brown rice and sweet potatoes, and healthy fats.

### 2. Eliminate things that can be allergenic, acidic or addictive to the body.

- **Refined sugar:** it is highly acidic and addictive. It increases insulin, which increases fat storage.
- **Artificial sweeteners:** it's worse than sugar. Over 90 medical conditions linked to it.
- **Gluten:** Highly allergenic – over 50% of the population has reactions to gluten (headaches, bloating).
- **Dairy:** Highly acidic and allergenic. Loaded with sugar, hormones and antibiotics.
- **Whey:** It is a derivative of dairy and cannot be fully absorbed. Vegan protein is much better.
- **Soy:** It mimics the activity of estrogen in the body, which has been linked to cancer in women.
- **Coffee, alcohol, sodas and unhealthy energy drinks:** All addictive and loaded with sugar & gluten.

These are all things that are not serving you and that are sabotaging your health. But don't worry! We are going to give you all the healthy alternatives with our program!

### 3. Increase our nutrients by supplementing with the Arbonne products.

## **HERE ARE THE PRODUCTS YOU WILL GET IN YOUR 30-DAY KIT:**

### **PROTEIN SHAKES:**

You will get 2 bags of protein, which is enough for 2 shakes a day for 30 days. The goal is to replace 2 meals a day with your shakes, and have one healthy meal for dinner. Some people choose to replace 1 meal a day with a shake if they are not looking to lose weight. Our shakes come in Vanilla & Chocolate, and you can choose your flavors. Each shake gives you 20 grams of vegan protein (made of cranberry, brown rice and pea protein) and over 20 essential vitamins and minerals. It has a complete amino acid profile for muscle building and low glycemic index.

### **FIBER:**

Arbonne's fiber is odorless, tasteless, and gritless. It contains 12 grams of soluble fiber. This kind of fiber won't make you go to the restroom...it keeps you full! Most people don't get enough fiber in their diet, and this gives you ½ of your daily requirement. Fiber is a sponge for toxins...it will absorb them and move them out of your system. Just add it to your shake every morning.

### **DIGESTION PLUS:**

This is one of the most amazing products Arbonne carries! It contains:

- Prebiotics, probiotics, and 11 digestive enzymes.
- It promotes a healthy gut, which is vital b/c 80% of disease generates from your gut. Your immune system, your complexion and your serotonin (responsible for mood) are housed in your gut.
- This product also reduces gas, bloating, heartburn and indigestion.
- We call it the "Muffin Top Eraser."

### **ENERGY FIZZ STICKS:**

These will be your replacement for coffee, soda, sugary energy drinks and alcohol. They come in pomegranate and citrus, and you get 2 boxes. The energy comes from B vitamins, guarana, and green tea. The fizz sticks speed up your metabolism and suppress your appetite. They are also alkaline. \*Disease cannot grow in an alkaline environment.

### **Now let's talk about our 2 detoxing products:**

Your body eliminates toxins in 5 major ways: kidneys, liver, colon, intestines, and skin. The number 1 reason people plateau during weight loss is due to an overburdened liver!!

Arbonne has 2 detoxing products that help support your elimination of toxins:

**DETOX TEA:** You get 2 boxes of tea, and you can drink it hot or cold. Our tea has milk thistle, which is required for detoxing the body. The tea is important in the program because it several functions:

- Balances blood sugar
- Regulates cholesterol
- Promotes weight loss
- Detoxifies your liver—which has over 500 functions and is your #1 detoxifier

**BODY CLEANSE:** The product is introduced on week 3 of your program so you have a couple good weeks of healthy eating behind you.

- Helps cleanse, detoxify, and support the liver, kidneys, and GI tract.
- Gently eliminates compact stool from the lining of your colon. (FACT: the average person can hold anywhere between 10-15 lbs of compacted stool in their colon)
- It's diluted in 32 oz. of water and should be sipped on throughout the day, while continuing the clean eating nutrition program. I LOVE to put a fizzy in it...tastes GREAT!
- It's a gentle productive cleanse and not urgent. You won't have to stay home from work.

**So we just talked about what comes in the 30-Days to Healthy Living Kit. But there is one more amazing product I want to tell you about:**

**GREENS BALANCE:**

- One scoop of this is the equivalent to an entire serving of super fruits and vegetables. We are supposed to have 9 servings of fruits and vegetables per day, and most people don't have that.
- It's a blend of spirulina, kale, artichoke, broccoli, spinach, alfalfa, barley grass, wheat grass, sweet potato, pomegranate, pumpkin, mango, papaya, blueberry, elderberry, flax, quinoa and much more! We use 37 non-GMO, alkaline-forming fruits and vegetables in our Greens!
- Just add it to your shake every morning.
- Huge for people who are busy and want to move their bodies into a more alkaline state for better health!

**Two ways to get the Greens Balance:**

1. Give up the Body Cleanse and you can put the Greens Balance in your package.
2. Most people just buy the package with the Body Cleanse and ADD the Greens Balance to their order.

**SUMMARY:**

\*The package is 40% off and you get the added benefit of our private FB group that provides:

- Accountability
- Daily tips
- Quick access to answers for questions or concerns
- Weekly meal plans, recipes, and grocery shopping lists
- A personal coach or leader for your specific group

Our next 30-Day Challenge Group starts on \_\_\_\_\_(date)\_\_\_\_\_. We would love for you all to do this together! When you order your package today, we will add you to the next group and you can start learning while you wait for your products!

**OPTIONAL:  
WE CAN'T FORGET ABOUT THE SKIN  
SHARE RE9 & GENIUS PADS OR PREP WORK (choose one)**

**Transition: Ok, let's switch gears. We don't want to forget about our skin!**

Our skin does much more than hold us together. What we put ON our skin absorbs into our bloodstream within just 26 seconds (think nicotine or hormone patch).

\*TIP: The average woman uses approximately 515 chemicals per day in personal care products.

- Our skin is our largest organ, yet most neglected.
- Arbonne's RE9 Anti-Aging set is pure, safe, and beneficial, and you know that nothing toxic is being absorbed into your skin.
- This system took Arbonne from a \$10 million company to a \$500 million company today!

**The RE9 Line**

- Rebuilds, repairs, and rejuvenates
- It's clinically proven to start working in 24 hours

This system consists of washing (hold up cleanser), toning (hold up toner), and moisturizing. I am going to highlight a few products: **(PICK 2-3 PRODUCTS TO HIGHLIGHT AND PASS AROUND..BE BRIEF – WATCH YOUR TIME!)**

**RE9 Smoothing Facial Cleanser:** 3-in-1: washes your face, takes off your makeup helps improve the texture of your skin... hence the word "smoothing"

**RE9 Toner:** Spray on your face after you cleanse and it seals your pores keeping bacteria and dirt out, and helps reduce the chance of getting blemishes!

**RE9 Serum:** This is where the magic happens, vitamin cocktail for your skin! Skin cells turn over every 45 days for adults and every 7 days for children. That's why they look polished and glowing! Speeds up cell turnover, repairs cells, reduces redness and wrinkles, lightens age spots, dry patches, eczema.

**RE9 Eye Cream:** Apply with ring finger. Reduces puffiness, crows' feet, and dark circles, and not heavy.

**RE9 Moisture Day & Night Cream:** Both are ultra moisturizing but very light weight. You will absolutely love the way your skin feels when you wake up and all through the day.

**Genius Pads:** SECRET WEAPON TO ANTI-AGING!

- The ONLY botanical form of Retin A on the market!
- Has all the benefits of retinoids without all of the harsh side effects...no trip to the dermatologist!
- Safe for anyone 12 and up
- Great for acne, dark spots, age spots, uneven pigmentation, fine lines, wrinkles, large pores!!

So that is a quick highlight of our anti-aging line, all of these products work synergistically together to give you amazing results!

**\*\*\*The RE9 line when purchased as a set is also 40% to 50% off!!!**



## PREP WORK

What will this do:

- Minimizes pores
- Improves skin tone
- Increases hydration
- Increases smoothness
- Creates healthy radiant looking skin
- Provides matte finish
- Blurs baby lines and pores

### 4 PRODUCTS:

**Step 1 Cleansing Polish:** Morning and Night

Its exfoliates without stripping moisture from skin.

**Step 2 Gel Eye Masks:** Morning

Soothes and cools on contact, Transforms tired eyes into “morning person” eyes.

**Step 3 Hydrating Dew Cream:** Night

Super light airy hydration, gives matte finish.

**Step 4 Soft Focus Veil:** Morning

SPF 30. Creates soft focus effect, 100% mineral-based sunscreen.

## **SHARE THE BUSINESS** **BOLDLY AND WITH CONFIDENCE**

I want to take a few minutes to share our #1 product with you, which is our business. Arbonne's products will change your health & skin, but the business can change your life! There are lots of reasons people get involved with this business. Maybe, you are needing just \$500-\$1,000 more a month, or maybe you want to quit your job to be at home with your kids, take a vacation, or get tax breaks.

### **3 WAYS TO GET INVOLVED IN ARBONNE**

#### **1. BECOME A CONSULTANT: A FEW THINGS ABOUT THIS BUSINESS**

**\*This business is SIMPLE:** You saw what my business looks like tonight. I just share these products with others, either in a group setting or one-on-one (over coffee, lunch, or even at the soccer field). I love it that the products are consumable, so you introduce the products to people once, and they continue to reorder for themselves.

**\*This business is FLEXIBLE:** It's perfect for people who are busy and need to work this around the nooks and crannies of their day. You can work this business around your family or career, and still be successful because you leverage your time. If I work 10 hours a week and I find 3 people who want to work 10 hours a week, I can get compensated for working 40 hours! That's time leveraging!

**\*This business is LUCRATIVE:** Financial experts say that everyone should have a 2<sup>nd</sup> income stream so we can be ready for impact. We can teach you how to earn anywhere from a few hundred dollars a month to a 6-figure income if that's what you desire.

**More benefits:** Tax deductions, travel, MB car bonus, will your business to family.

You definitely can make money at this! Please pull out this sheet that shows Arbonne's generous comp plan so you can see income levels. **(Share where you are and where you are headed!)**

- **District Manager:** Average income is \$200 up to \$1,200 a month.
- **Area Manager:** Average income is \$1,000 up to \$4,000 a month.
- **Regional Vice President:** Average income is \$4,000-\$15,000 a month + a FREE Mercedes. Many are reaching this level in a year or less.
- **National Vice President:** Average income is \$22,000 a month. However, there is no cap. You can make as much money as you want, and you get a FREE trip for 2 every year to Hawaii.

**I am looking for people** who are open to taking a look at this business and who would like to join my team. If you are even a bit curious, I'll send you home with some extra information and we can touch base later!

**(You will give them the Discover Arbonne brochure and "Is Arbonne for You" flyer before they leave.)**

We have a proven system that works! We will show you how to work this around your family/schedule. We don't stock or deliver products! \$49 to sign-up and get products to show and tell. You don't have to know a lot of people to get started or have a lot of time. You are never alone, you will have support! In addition you get 50% on ASVPs and 35% off all your orders for a year.

## **2. PREFERRED CLIENT:**

This is what most people do who just want a discount on products. Preferred Clients pay \$29 and get 20% off for one year, but when you buy one of the Special Value Packs (we call them ASVPs), you get:

- 40% off AND free shipping
- A free product of your choice from the list on the back of your sheet
- Then you get 20% off for the rest of the year!

**GO OVER THE PC LAMINATED CLOSE SHEET**

### **3. CLIENT:**

Shopping at the retail prices in the catalogue, BUT friends don't let friends pay retail!

### **OPTIONAL: ENVELOPE GAME**

**Say this:** Before you place your orders, I want to give you the opportunity to earn a free product. I am going to give you an envelope. (pass out envelopes).

In each envelope there is a picture of a product. If you would like to get a few friends together so we can come and share Arbonne with them, you are going to open your envelope and you will get the product inside it for FREE at your event. If you don't want to get some friends together, just give the envelope back to me unopened.

### **CLOSING THE PRESENTATION:**

#### **VERBIAGE:**

Now that you have heard about our products, our discounted packages, and our business opportunity, I would love to help you place your order. I have my computer (ipad/phone) so we can place your order now, and the products will be shipped directly to you.

Keep in mind that you can do anything for 30 days! It's not about perfection, but about progress. It would be really fun for all of you to do this together and keep each other accountable!

If you have any interest in the business I would love to answer any of your questions or meet with you separately! Thank you so much for coming and happy shopping and healthy living!

For your information:

30 DAY

**RV: \$444.00 PC: \$266.40 CNS: \$222.00**

RE9

**RV: \$465.00 PC: \$279.00 CNS: \$232.50**

PREP WORK

**RV: \$155.00 PC: \$124.00 CNS: \$100.75**

---

Don't stay there forever!

**YOUR GOALS for each presentation: 1 Business Builder, 2 Bookings, \$600 in Sales**

DISCLAIMER

---

These materials have been produced by a group of Arbonne Independent Consultants and are not official materials prepared or provided by Arbonne International, LLC.