

The Arbonne  
Opportunity



# It's Your Time to Get More Out of Life.

The Arbonne Advantage is everywhere. We are at a point in time when our products have never been better, and the opportunity to sell them can result in a better life for anyone who chooses to get more out of life!

Every day, you'll reap the rewards of reaching out to others — helping them feel healthy and look beautiful, and be inspired to make Arbonne part of their lives as well.

It's time to go for it ... and get more out of life.

**It's your time, so join us!**



Kay (Napier) Zanotti  
CEO

**ON THE COVER:**  
**Cecilia Stoll**

Arbonne Independent Consultant  
Executive National Vice President

## WHO ARE WE?

We are **Trailblazers**, Star Reachers, Bridge Builders. We are Life Changers, the Original **TRANSFORMERS**. We are Leaders, **Teammates**. Soulmates. We are Doctors, Lawyers, Swim Coaches, Professors and Hockey Players. Locked arm in arm. Connected at the . We are Mothers, Daughters, Fathers and Sons. 

We are **Friends**. We are Arbonne. We are **Earth** Lovers and Protectors. We are **Green**. And **GROWING**. And big on Botanicals. We are **Pure**, Safe and Beneficial. Always have been. Always will be. We are Worldwide. World Class. We're for **Simple**, Elegant and Vibrant. We're for **Freedom**. From radicals, glutes, the 9 to 5. We're for



Happy and **Natural**.   
Champions of **Wellness**. We're

for generosity. Giving big and giving back. We're Forward-thinking. Forward-looking. **Future**-friendly. We believe in **OPPORTUNITY** and Optimism. And Awesome. We are Warriors who work hard. **Dreamers** who dream big. We are owners of our own lives. We are Positive.



Unstoppable. We are pure.



Through and through. Inside and out. Pure Energy. Pure products.

Pure **hearts**.     **ARBONNE**®

# The Arbonne Advantage

Arbonne is a highly regarded premium brand with a Swiss heritage. The products are healthy, botanically based and inspired by nature.

The Arbonne experience starts with changing the appearance of your skin, then it's about changing your life. Arbonne provides a generous compensation plan, an exceptionally nurturing support system and caring, committed leadership.

**The Arbonne Advantage has several parts.**

- Our products
- Our business model
- Our people
- Our opportunity

Take a deep breath and look at your future. The opportunity in front of you may turn out to provide you with the life you've always wanted.

**Are you ready to learn more about Arbonne?**

## The Arbonne Product Advantage

**Since 1975, Arbonne has come to define quality products and an unwavering commitment to both the environment and our customers.** Our Independent Consultants have a special and important role. They exclusively distribute highly sought-after Arbonne products.

We know that when it comes to buying skincare and cosmetics, **the recommendations and advice from people you trust are important. All Arbonne products are consumable.** Consumable products are used every day, purchased regularly, and as a result generate more and more income.

What this translates to for our Independent Consultants is loyal customers and repeat purchases.

**Arbonne products** are sold exclusively through **our network of Independent Consultants.**



pure, safe,  
beneficial™

Product  
Promise 

Arbonne products are **dermatologist-tested and botanically based**. Arbonne offers premium-quality beauty, health and wellness products with targeted results. We employ consumer and clinical testing to reinforce our research and ensure our **proprietary formulas deliver unparalleled performance**.

To deliver pure, safe and beneficial products in line with our botanical tradition.

To learn more about the Arbonne products or to read our Ingredient Policy, go to [arbonne.com](http://arbonne.com).





**LEFT TO RIGHT:**  
Arbonne Independent Consultants  
**Linda Loveless**  
Executive National Vice President  
**Debbie Neal**  
Executive National Vice President  
**Monique Reed**  
Regional Vice President  
**Dr. Laura Fortner, MD**  
National Vice President

## Traditional Retail



## Network Marketing

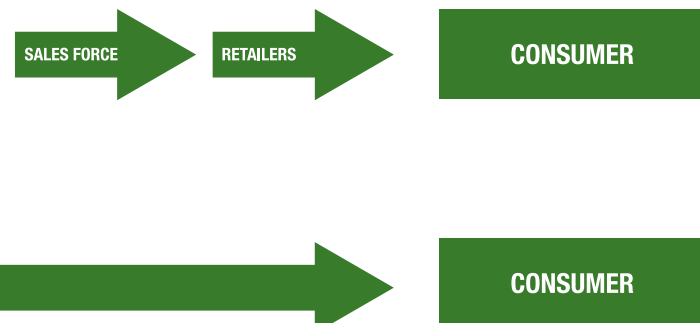


# What is Network Marketing?



**Simply put, network marketing is a system that** channels goods or services from the manufacturer to the consumer through a “network” of independent distributors or Independent Consultants. It’s an incredibly effective system that cuts the cost paid to the “middle man,” offering you a higher earning potential.

**Imagine the freedom to live the life you dream of just by introducing people to products you believe in.** That’s the beauty of our business model. So many of our Independent Consultants have done just that — and have transformed their careers, their lives and themselves.



Arbonne is a Direct Selling Association of New Zealand (DSANZ) member company and follows the DSANZ Code of Practice for direct sales companies. For more information, visit [dsanz.co.nz](http://dsanz.co.nz).



**Shandi Starks**  
Arbonne Independent Consultant  
Executive Regional Vice President

## Why does Arbonne sell our products via network marketing, and not in stores?

**People.** Our network of Arbonne Independent Consultants is as important to our success as our product formulations.

If you have the desire to share Arbonne, we are behind you 100%. For over 35 years, our Independent Consultants have enjoyed the kind of support that only a company such as Arbonne can provide. With award-winning and effective training opportunities, marketing materials and incentive programs, we keep you informed and poised for success!



# The Advantage is You

Knowing and loving our products are the only prerequisites for success as an Arbonne Independent Consultant. Our Independent Consultants are the face of Arbonne. They are living proof of the products' success, a trusted resource. So when your Preferred Clients and Clients look to you for service, all you have to do is look to us. The Arbonne Marketing, Distribution and Customer Service Teams give you the tools, training and programs to get you started and keep you going strong as your business grows ... and grows ... and grows!

Between our effective marketing materials and free online training programs, we help keep your focus on your Preferred Clients, Clients and your team.

For more information about our tools, trainings and programs, go to [arbonne.com](http://arbonne.com).



**LEFT TO RIGHT:**

Arbonne Independent Consultants

**Rebecca Gielen**

Executive Regional Vice President

**Bassamba Sao**

Executive Regional Vice President

**Iain Pritchard**

Executive National Vice President

**Juanita French**

Executive Regional Vice President

# Infinite Possibilities

How often are you offered the opportunity to make money, make a difference and have fun ... all on your terms?

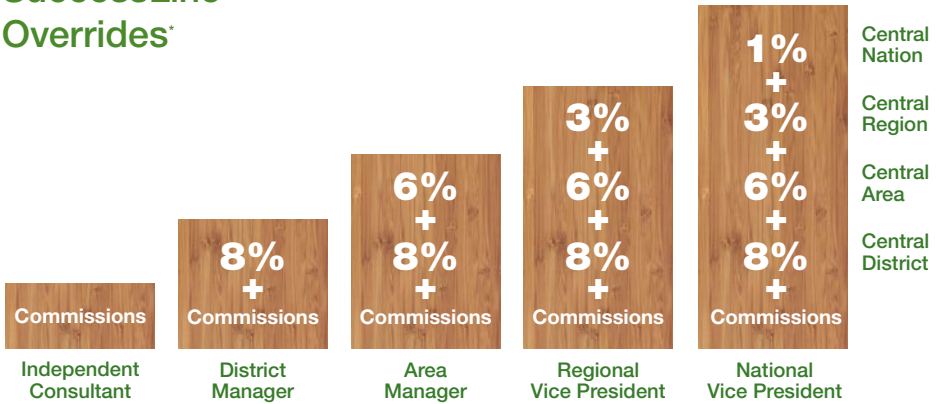
Arbonne Independent Consultants believe in the Arbonne products and vision, and enjoy the flexibility of an income opportunity tailored around their lives — not the other way around.

**Arbonne Independent Consultants achieve success in 4 ways:**

1. Commissions from personal product sales
2. Overrides from product sales by your team
3. Mercedes-Benz Cash Bonus Program (at Vice President level)
4. Cash bonuses at every level of management

Full-time or part-time income? You decide.

# SuccessLine Overrides\*



Commissions earned on Client and Preferred Client purchases. Once you become a District, Area, Region or Nation, you earn both commissions and overrides.

# Success ... On Your Terms

We know you are interested in the bottom line: How much money does an Arbonne Independent Consultant make?

That figure depends on you. With traditional jobs, your boss determines when you get a raise or get promoted. But with Arbonne, your time and efforts determine your success. You are your own boss.

**You have direct control over your success!**

And, when you encourage others to realise their own dreams, your potential for income grows even more. As you leverage your time by helping to guide, mentor and train your team, you'll be compensated as their Arbonne business grows and their sales volume increases. The more successful your team members are, the more you are rewarded.



**Rosie Olson**  
Arbonne Independent Consultant  
Regional Vice President

\*Please refer to the Arbonne SuccessPlan and Policies & Procedures Manual for more information.

# What could you do with an **extra** \$600\* a month?

Just to give you an example, look at how much money you can earn as an Arbonne Independent Consultant if you:

**sell** \$150 x 5 Clients

**sponsor** 4 new or existing Preferred Clients who purchase an Arbonne Special Value Pack (ASVP)\*  
1 Consultant to whom you sell a SuccessPack\*

\$262.50 in commissions from the RV of your 5 Clients

\$389.46 in earnings from 4 Preferred Clients with an ASVP order

\$50.13 in earnings for sponsoring 1 new SuccessLine team member's SuccessPack purchase

---

**\$702.09\*\***  
a month ... to start.

**\$8,425.08\*\***  
a year with this same  
consistent monthly activity!

**earn**

\*These figures are based upon a District Manager's 8% override received on personally sponsored Preferred Clients and Independent Consultants.

\*\*These figures represent examples of the Arbonne earning opportunity. There are no guarantees regarding income and the success of each Arbonne Independent Consultant depends on his or her own skill and effort. For full details, please refer to the Arbonne SuccessPlan and the summary of Independent Consultant Compensation published at [arbonne.com](http://arbonne.com) > About Arbonne > Your Opportunity > Compensation > Compensation Summary (PDF).



**Arbonne Independent Consultants**

**Left:**

**Emily Martin**  
National Vice President

**Shelly Nelson**  
Executive National Vice President

**Heidi Kniss**  
Executive National Vice President

**Katie Nelson**  
District Manager

**Above Right / Right**

**Sean Hopwood**  
Executive Regional Vice President

**Lauren White**  
Regional Vice President



# What's in it for me?

We've already told you about some of the reasons to join Arbonne as an Independent Consultant, but if you're looking for the **bottom line**, here it is ...

- 35% profit on your personal retail sales
- 15% Preferred Client Commission on all sales to your Preferred Clients
- Your income increases as you promote yourself through the Arbonne SuccessPlan
- No need to carry inventory — Arbonne ships directly to your Preferred Clients and Clients
- Convenient online shopping and credit card processing for your Preferred Client and Client orders
- Unlimited territories — Independent Consultants may sponsor and sell in any country Arbonne operates
- Jewellery, trips, cash bonuses and more as recognition for your success
- Management programs
- Arbonne Vice President participation in the Mercedes-Benz Cash Bonus Program



**Beth Malcook**  
Arbonne Independent Consultant  
Executive National Vice President



“If you’re looking for an opportunity to start a business you can do from the comforts of your own home, working with products you love, join Arbonne. This is a 35-year-old, well-established company ... Arbonne will change your life because you are helping others feel better about themselves, while helping them become successful.”

— Maxine King  
Arbonne Independent Consultant  
Executive National Vice President

Arbonne Independent Consultants

**Rhoslynn Bugay and Trevor Covelli**  
The National Vice President Partnership of  
Rhoslynn Bugay & Trevor Covelli

**Sarah Dunning**  
Executive National Vice President

**Beth Malcook**  
Executive National Vice President

**Maree Claire Stuart**  
Executive Regional Vice President

**Cara Injic**  
National Vice President



# Now's the Time!

**Get started and experience the Arbonne Advantage today as an Arbonne Independent Consultant:**

- Start your own business for just \$121
- Share Arbonne products with those you know and earn profits on your retail sales
- Share the Arbonne Advantage with others and grow your business
- Enjoy a 35% discount on your own purchases
- Participate in incentives and management programs
- Receive incredible rewards and prizes for your accomplishments





Arbonne is the most fun  
you'll have earning a living!

Change your life and the lives  
of others by sharing extraordinary  
products and an exciting income  
opportunity with them.

The natural act of sharing  
what you love builds your  
Arbonne business.

To learn more about the Arbonne  
Opportunity, and to start experiencing  
the Arbonne Advantage for yourself,  
contact the Independent Consultant  
who shared this brochure with you.



0800 995 021 | [arbonne.com](http://arbonne.com)



2538R01 07  
©2016 ARBONNE INTERNATIONAL, LLC  
ALL RIGHTS RESERVED.

THERE ARE NO GUARANTEES REGARDING INCOME, AND THE SUCCESS OR FAILURE OF EACH ARBONNE INDEPENDENT CONSULTANT, LIKE ANY OTHER BUSINESS, DEPENDS ON EACH ARBONNE INDEPENDENT CONSULTANT'S OWN SKILLS AND PERSONAL EFFORT. YOU SHOULD NOT RELY ON THE RESULTS OF OTHER ARBONNE INDEPENDENT CONSULTANTS AS AN INDICATION OF WHAT YOU SHOULD EXPECT TO EARN. ARBONNE PUBLISHES A SUMMARY OF AVERAGE ANNUAL EARNINGS THAT IS PAID TO ARBONNE INDEPENDENT CONSULTANTS. DURING 2015, ON A MONTHLY BASIS AN AVERAGE OF 5,400 ARBONNE INDEPENDENT CONSULTANTS IN AUSTRALIA, OR 20% OF ALL ACTIVE ARBONNE INDEPENDENT CONSULTANTS IN AUSTRALIA, RECEIVED AN EARNINGS CHEQUE FROM ARBONNE.\* THE AVERAGE ANNUAL EARNINGS PAID TO ACTIVE ARBONNE INDEPENDENT CONSULTANTS IN AUSTRALIA WHO QUALIFIED FOR AN EARNINGS CHEQUE WAS \$850. THIS INFORMATION IS UPDATED ANNUALLY AND CAN BE VIEWED BY VISITING [ARBONNE.COM](http://ARBONNE.COM) > ABOUT ARBONNE > YOUR OPPORTUNITY > COMPENSATION > COMPENSATION SUMMARY (PDF).

\*The Earnings information is for Australia in 2015 and is provided here for illustrative purposes only.