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Presenter Tips:

Before your meeting, practice your presentation with your upline for feedback and become more comfortable and confident with your story and the products. Arrive early to set up, bringing your computer, iPad or phone to be able to take online orders. Gather your products to display for the presentation or for sampling.

Talking Points:

My name is (Name), and I am an Independent Consultant and (Title) with Arbonne.

I want to tell you about an opportunity that has not only changed my life, but the lives of many people from different walks of life. This is a business where ordinary people can change their lives and make a difference in the world. You can learn more about the opportunity at

Earnings.Arbonne.com.

Before I tell you about this incredible company and amazing opportunity, I want to share a little bit about my story.

Share your short 3 minute “I” story here. Share a little of your background (family, job, etc.—keep it short), how you were introduced to Arbonne, and share your personal experience with the products and what the business has done for you Show some vulnerability! Allow your audience to connect with you.

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Talking Points:

We are a health and wellness company with over four decades of history. We believe in a holistic approach to beauty, health and wellbeing, focusing on the whole person from the inside out.

We follow a stringent ingredient policy resulting in clean nutrition, skincare, body care, hair care and makeup products.

Our product philosophy embraces the connection between a healthier mind, stronger body, and more beautiful skin.

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Talking Points:

We believe in a holistic approach to beauty, health and wellbeing, focusing on the whole person from the inside out.

We innovate using plant-based ingredients grounded in science and clinical research with high standards for safety.

We have high ethical standards. In Europe over 1600 ingredients are banned and growing. Arbonne abides by a stringent ingredient policy that has over 2000 ingredients on our Not Allowed List.

Most products have 3rd party certifications. We subject all of our products to scientific testing to continually raise our standards.

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Talking Points:

The way we see it, it's all connected. The health of one affects the health of another and that's what we call the Mind. Body. Skin.™ connection. Arbonne's products are developed with this relationship in mind, aiming to foster the deep connection between your mind, body and skin.

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From the beginning, Arbonne has always been healthy living, inside and out. The core values that started at Arbonne's inception are now more relevant than ever in the wellness industry; cellular beauty, collagen support, plant-based nutrition, mindfulness, the microbiome, just to name a few, are all deep-rooted focuses for Arbonne, and are not just a trend. Arbonne takes those focuses one step further into an overall philosophy of wellbeing, supported by their integrated product portfolio.

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Arbonne goes above industry standards in testing both our raw materials and finished products. A few other key standards you can count on with our nutrition is that the product will be:

- Plant-powered
- Vegan-formulated
- Formulated gluten-free
- Formulated with non-GMO ingredients
- Formulated w/o dairy, soy, nuts, allergens, artificial colors, flavors or sweeteners

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Talking Points:

The 30 Days to Healthy Living Set is one of our most popular customizable bundles of products. You can purchase these products individually, but many choose to buy the Set, especially when participating in a 30 Days to Healthy Living Group.

30 Days to Healthy Living is a program designed to help each person identify how they can choose to use food as fuel for their bodies to optimize how they look and feel, inside and out.

We educate and teach people how to successfully create habits that can become a healthy lifestyle. If you are interested in learning more or joining our next 30 Day to Healthy Living group, let's talk after!

As I had mentioned earlier, these products are sold individually but Arbonne special Sets for Preferred Clients and Independent Consultants to receive a discount on a set of these products. I'd be happy to share more about our Preferred Client program with you afterwards, where you can enjoy 40% off of Sets, as well as free shipping and free gift rewards.

Transition:

Let's go over the products in this Set and talk about their benefits.

Presenter Tip:

Have one of each product available to demonstrate or divide for sampling, if you choose. Remind all guests that you can text them links to Meet the Product sheets as a resource for product features, key ingredients, benefits and Ingredient Lists to consult with their physician, if needed. Let them know that you can mail them samples, when applicable.

(SLIDE 8)**Talking Points:**

The FeelFit Pea Protein Shake is created with easy-to-digest plant-based protein derived from peas, rice and cranberries, making adding protein every day a simple part of any healthy living program. This delicious product is also clinically tested and certified to have a lower glycemic index, which means it tastes great and won't cause a spike in blood sugar when mixed with water. It comes in vanilla and chocolate and other seasonal or limited time flavors.

(SLIDE 9)**Talking Points:**

GutHealth Gut & Microbiome Support is a mild powder you add to cold or room temperature liquid and has soothing notes of ginger and chamomile. It delivers prebiotics, probiotics and enzymes that work synergistically to naturally support your body's digestive system, helping you support optimal digestive health every day.

(SLIDE 10)**Talking Points:**

This is a great mild herbal tea that can support the liver and kidneys. It's formulated without gluten, artificial colors or flavors. I love to end my day with one of these!

(SLIDE 11)**Talking Points:**

Okay, here comes a fan favorite! Add a pack of this to water for a low-calorie, yummy drink that promotes alertness and reduce fatigue. If you go with the 30 Days to Healthy Living Set, you can choose two of the three flavors: Citrus, Pomegranate or Strawberry.

Presenter Tip:

Which are your favorite flavors?

(SLIDE 12)**Talking Points:**

BeWell Superfood Greens is a great-tasting, convenient powdered supplement that can be added to your Pea Protein Shake, juice or water. With no sugar added, low-sodium and allergen-free, it's an easy way to consume more antioxidants, phytonutrients and the fiber you need to have a more balanced, healthier diet.

(SLIDE 13)**Talking Points:**

CleanTox Gentle Cleanse is also an optional item in the 30 Days to Healthy Living Set. Detoxify by cleansing your system with our lemon-ginger flavored formula that's gentle enough for daily use. Aloe soothes the gastrointestinal tract, ginger supports healthy digestion, and choline supports liver function.

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Talking points:

GutHealth Prebiotic Fiber is your third selectable in the 30 Days to Healthy Living Set. This has 12 grams of the Arbonne Soluble Fiber Blend to support your gastrointestinal health!

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Talking Points:

Supporting healthy living does not stop at nutrition. Our integrative approach to healthy skin starts with a healthy gut, followed by a comprehensive skincare routine based on your skins needs.

Remember:

- o Your body works as a system where every function is connected o

- o Diet and nutrition play a huge role in how you feel and look

- o The skin is the body's largest organ and needs to be nourished from the inside-out with a balanced diet, which supplements can help support

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Talking Points:

Arbonne Nutrition supports healthy looking skin. Diet and nutrition play a large role in how you feel on the inside and how you look on the outside.

Presenter Tips:

Talk about the skincare needs you were hoping to address when you started using Arbonne skincare products.

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Talking Points:

Arbonne offers various skincare lines for your unique needs, but our top selling skincare, AgeWell, helps improve the appearance of skin firmness, elasticity and tone, while minimizing the appearance of fine lines and wrinkles through hydration. The result is radiant, rejuvenated, healthy-looking skin. I'll share more about this set in a minute.

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Talking points:

Men's skin is uniquely different than those of a woman's skin. The RE9 Advanced for Men Collection or AgeWell collection can support the key needs of mens skin: thickness, oil, sensitivity, and collagen density.

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Talking Points:

Healthy-looking skin isn't an accident — it's a result of understanding your skin type and creating a skincare and nutrition regimen to meet your needs. Let's talk about the different skincare lines Arbonne has to offer!

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Talking Points:

The AgeWell Set includes a full skincare regimen at 40% off discount for Preferred Clients. This remarkable set has shown great results for healthy aging, but I would be happy to share other skincare regimens with you to meet your unique needs. For now, let's take a deeper look into the AgeWell Set.

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Talking Points:

The AgeWell Silky Cleanser is the first step in the skincare routine. This pearlescent cream formula creates a light foam to gently wash away makeup and impurities, leaving skin feeling soft, smooth and nourished

Presenter Tips:

How does this product make you feel? What does it feel and smell like to you? Use your "love statements"

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Talking Points:

The Refreshing Toning Mist is a misting toner that helps minimize the appearance of pore size through added cleansing. Just a few spritzes or swipes over the skin help refresh the skin and enhance radiance by evening out the appearance of skin tone, preparing it for the next step.

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Talking Points:

The Collagen Nurturing Serum is a super concentrated formula that helps reduce the appearance of fine lines, balanced with a light, silky texture. Advanced peptides, antioxidants and essential botanicals work synergistically within the formula to hold in moisture and help enhance the look of skin smoothness and firmness.

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Talking Points:

The Enriching Eye Cream reduces the appearance of key signs of aging seen on the fragile skin around the eye, including puffiness, fine lines, deep wrinkles and dark circles. I love this product because results appear quickly and continue to improve with consistent, twice-daily use.

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Talking Points: Give your skin the essential moisture it needs to look smooth and firm while helping to reduce the appearance of fine lines and wrinkles. The long-lasting moisturizing formula helps maintain youthful- looking, hydrated skin. You can choose between non-SPF or SPF 15.

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Talking Points:

The last step is the Intense Repairing Night Cream, formulated with an ultra-hydrating blend of botanicals, plus collagen-supporting ingredients that replenish moisture and deliver essential nourishment to maximize the skin's natural reparative cycle.

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Talking Points:

These two sets, 30 Days to healthy Living Set and the AgeWell Set, are available at those amazing prices if you join today as a Preferred Client — not to mention the amazing discounts every time you shop and opportunities for free shipping or complimentary products. It costs \$29 to join, let me know if you are interested.

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Talking Points:

For a \$49 sign-up fee, you can join my team in starting your own business! I'd love to share more with you about the business opportunity if you are interested and provide our Independent Consultant Earnings Statement (ICES) for typical earnings on earnings.arbonne.com.

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Presenter Tips:

Thank your host (if applicable) for gathering friends together to learn about Arbonne's holistic approach to beauty, health and wellbeing and thank the guests for coming. Take orders, start relationships, and gather contact information from guests that are interested to learn more about Arbonne products or the business opportunity to become an Independent Consultant.

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Presenter Tips:

Leave slide up after the meeting so your guests can see the Arbonne website URL.