

ARBONNE HEALTHY HAPPY HOUR

SLIDE 1: Arbonne logo

Talking points

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.

SLIDE 2: Discover Arbonne 30 Days to Healthy Living

Talking points

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

First, I want you to know that whoever invited you to hear this tonight paid you a huge compliment. We like to hang out with people who are well liked, smart, honest, hardworking, and fun – and obviously, you fall in that category! 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. Your story must be compliant and cannot include time to promote, numbers, specific income information, replacing an income with Arbonne, etc. and you must share the entire Independent Consultant Earnings Statement (ICES) at earnings.arbonne.com.

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.

Remember to use love statements and compliant guidelines when sharing your personal story. Product claims need to come directly from Arbonne-created tools like the Meet the Product Sheets. Show some vulnerability! Allow your audience to connect with you.

SLIDE 3: Who We Are

Talking points

We are a health and wellness company with over four decades of history.

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.

We have a committed home office team who handles marketing, customer service, deliveries and your own personal website.

SLIDE 4: Petter's slide

Talking points

Arbonne was founded in 1980 by Petter Mørck, who set out to develop, produce and market skincare and related products unparalleled in quality, purity, safety, and beneficial results.

Petter's purpose was to create and organize meaningful and challenging opportunities for people seeking personal, professional, social and cultural opportunities and rewards superior to anything available in the industry.

We know today the world is aligned with our belief and we operate in 6 countries across the globe — US, Canada, UK, Poland, Australia, and New Zealand.

SLIDE 5: Product Promise (1, 2, 3, 4)

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 1400 ingredients are banned. Arbonne abides by a stringent ingredient policy that has over 2,000 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.

SLIDE 6: Sustainability

Talking points

Our goal is to advance our leadership in the social responsibility landscape and use the power of our business as a force for good.

We are a Certified B Corporation™. As a B Corp™, we're held to higher standards across multiple measures of accountability including environmental impact, customer welfare, and social impact.

We have partnered with TERRACYCLE® to recycle hard-to-recycle pieces-- starting in the US with the goal to expand the program to other countries – called our ArbonneCycle™ program. We have a goal to reduce our carbon footprint by 30% by 2030 and we are already 22% there.

Presenter Tip:

Share why this is personally important to you.

SLIDE 7: 30 days to healthy living is designed to...

Talking points

These 30 days will act as a RESET to establishing healthy habits and a healthy lifestyle.

30 Days to Healthy Living is 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.

This program will help you to identify any foods that you are eating that might not be serving your body well. Right now you might be experiencing some digestive discomfort, low energy, and generally not feeling your best.

As you go through this program, you can pay attention to how your body is feeling and how your overall sense of wellbeing is changing. These will be the signs that your body is starting to return to more normal functioning, and those are the changes you want to be able to note and celebrate!

The program will also help support a balanced gut. So much of the body's overall wellbeing is controlled by our gut, so supporting this area of our body will help optimize how we feel as well as how we look.

The program is designed to help us feel more confident in ourselves. When we are rested and working to reduce feelings of stress, then we are better able to care for ourselves. A positive mindset can also impact our confidence because when you feel good physically and mentally, you look good too!

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.

SLIDE 8: Steps to Success

Talking points

Step 1: Avoid the following as these are foods that in many cases are not beneficial to overall wellbeing:

- Artificial sweeteners (e.g., sucralose and aspartame)
- Alcohol
- Coffee
- Dairy
- Wheat-and gluten-containing foods
- Soy

Step 2: You can enjoy up to 2 shakes a day and one healthy balanced meal a day. We will talk more about what your meals look like in a minute. You can eat healthy snacks as needed.

Step 3: Get moving — If you don't already have a fitness routine, get moving by increasing activity like adding a walk or joining a new fitness group.

Step 4: Be mindful and manage stress by connecting with nature or meditating.

Step 5: Rest well by getting enough good quality sleep, ideally for at least 8 hours

Step 6: Track your goals and progress with the provide tools from Arbonne.

SLIDE 9: Meal Planning

Talking points

The science tells us that when people meal plan, research shows us that they consume more fruits and vegetables, have better overall diet quality, and are more likely to consume a healthy variety of foods. Time scarcity and fatigue are frequent barriers to meal planning and preparation. During your 30 Days, I would love to support you with some tips of how others meal plan, including grocery lists, preparing raw vegetables in containers, using apps to track recipes or meals, and more.

SLIDE 10: Helpful Tips

Talking points

Here are some additional helpful tips for these steps that are critical to the 30 Days, as you tune into the MIND. BODY. SKIN.™ connection. We go more into depth with the 30 Days to Healthy Living Guide that I can share with you.

SLIDE 11: Meet the Products

Talking points

I will share more about the 30 Days to Healthy Living Set later, as each pack comes with two bags of Pea Protein Shake (in Chocolate or Vanilla), two boxes of Ginseng Fizz Sticks (in Pomegranate, Strawberry or Citrus), as well as one box of Gut & Microbiome Support and two boxes of Herbal Detox Tea. These are the core products to your 30 Days to Healthy Living.

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 12: Customize Your Set

Talking points

If you choose to purchase a 30 Days to Healthy Living Set, you may also select two of these three items to customize your set and support your unique needs.

SLIDE 13: Supplement Your Routine

Talking points

Supplementing your basic routine with the right products can optimize your results. Here are some options to consider depending on your unique needs. I'd be happy to talk with you individually after the presentation about any other needs you may have to see what Arbonne products are right for supporting your overall health.

Slide 14: It's All Connected

Talking points:

Nutrition is crucial to your overall wellbeing, but it's all connected – the mind, body and skin – and we want to support that connection throughout the entire 30 days and beyond. It all starts with our mindset. Self-care is so important and yet it's something many people don't understand or make time for. When the chaos of life surrounds you, focusing on maintaining a positive mindset allows you to slow yourself down. Self-care also should include a routine to maintain strong body and beautiful skin. Research shows how our mind, body, and skin are all connected and how each component reacts to stress. Healthy living can support a feeling of overall calm and help you to neutralize any negative thoughts that could come up. Mindfulness starts with a focus on you, just like we said at the beginning.

Stress is something that the majority of people deal with every day, and it can take a toll on our overall sense of well-being — including the appearance of our skin. Emotions like stress can also trigger what looks and feels like sensitized reactions on the skin. The reality is that 84% of the population reports that they experience regular stress. It's also safe to say that most of us have dealt with sensitive skin at some point in our lives. Stress and skin sensitivities affect millions of people in different ways and in varying degrees — from blotchiness to uneven skin tone and irritation.

SLIDE 15: 30 Days to Healthy Living Set

Talking points

As I had mentioned earlier, these products are sold individually but Arbonne offers special sets for Preferred Clients and Independent Consultants to receive a discount on a set of these products. The 30 Days to Healthy Living is supported with these Arbonne nutrition products and Preferred Clients can get this set. 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.

SLIDE 16: Arbonne Nutrition Supports Healthy-Looking Skin

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 skin's needs.

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. Remember:

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

Arbonne offers various skincare lines for your unique needs, but our top selling skincare, RE9 Advanced, 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.

SLIDE 17: Skincare for Healthy Aging

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.

SLIDE 18: AgeWell Set

N/A

SLIDE 19: Join as a Preferred Client

Talking points

These two sets, Nutrition ASVP 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.

SLIDE 20: Join as an Independent Consultant

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. Visit earnings.arbonne.com to learn more about the earning structure as well as what is typical.

SLIDE 21: Global Disclaimer

SLIDE 22: End slide

Talking points

Thank your host (if applicable) for gathering friends together to learn about Arbonne's 30 Days to Healthy Living 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.