

# Arbonne One-on-One Catalogue Presentation

## Product Display

- RE9 Advanced Skin Care Set in tote bag
- **Optional:** FC5 Normal to Dry Set or Samples
- FC5 shower set
- Your 5 favorite - next step products to share: RE9 lift, Sunscreen, Primer, Foundation, Concealer, Lip Polish (a couple colors). [if you are meeting with a mom - you may want to take the baby care or samples]

## Guest Materials

- Arbonne Product Catalogue
- Customer Care Form
- Wysi Wipe or Wash Cloth [see Swiss Skin Care Script for ordering info: Wysi Wipes]
- **Optional:** Sample to hold her/him over until their order arrives

## Things You Will Need For Your Presentation

- **Optional:** RE9 Advanced DVD
- Your own "master copy" Arbonne Product Catalogue [you may find it helpful to highlight text that you want to make sure and talk about, tag pages that you will cover and you will want to have 2 documents tucked in the catalogue to refer to when you close: Host Rewards and "Is This Business For You" - documents can be found in Curiosity Packet and Host Packet]
- **Optional:** You can bring a booking gift - [Bag with Sea Source Detox Spa Sample, Primer and Lip Polish Sample]
- Close Sheets: Anti-Aging RSVP, 4 Square Close, Retail Order Form #6366

## Your Goal

- Sell Product
- Find out what the best fit is for your guest: client, preferred client, business consultant
- Book a workshop/group
- Invite to the next Empower Your Life event/talk

## Meet and Greet

*"\_\_\_\_\_, I'm very excited to be here to share the Arbonne products with you. My goal today is to help you see which of the Arbonne products will help you look and feel your best. We like to take the confusion out of shopping for skin care. We build our business through word of mouth so when we say we want you to be happy, satisfied and telling everyone, we are not kidding! We like to spoil out clients with gifts and host rewards for helping us share the products. After we go through the products, you'll have an opportunity to book a workshop or get together with me to share these products with your friends and family."*

**Share what you are going to do:** *"I'm going to share with you what makes the Arbonne products different, let you try some of the products and then I'll show you how you can get them at an economical price and save money!"*

**Share your testimony both product and business in 3 minutes or less.**

**Cover Page 7 in your catalogue** - The Ingredient Policy and What makes Arbonne Different. *"Arbonne products have been formulated with the philosophy of pure, safe and beneficial for 30 years. We combine Science with Nature to deliver what I call "food for your skin", ingredients derived from plants, fruits and botanicals. **Share Page 87, 88 and 89** - botanical glossary. We have over 400 products for the entire family in 6 different categories "- Fan through Catalog.*

*"Today, I'm going to walk you through our Gold Bag of RE9 anti-aging products. These are the products that has everyone talking. Visible results in 24 hours! There are 3 categories of skin care: Economy - this would include a lot of US products- drug store/grocery/beauty supply; Premium - some department store lines, spa lines that are over -priced; and the very best formula's in the world are Premium Swiss formulated products. Arbonne falls into this category. Normally these are very expensive but because we share them through selling direct to the customer and cut out all the middlemen, we are able to get these high-end Swiss Formulated products to you for an economical price." **Turn to page 12** in your catalog. [if you are sharing more than one line you can mention that here "we are going to talk about.....today]*

*"This system is made up of seven products - 6 steps. What I love is it takes less than 2 minutes to do the whole routine. You CAN slow down the aging process by taking care of your skin. This line is all about repair, reverse and correct. It's never too late or too soon to start. How does that sound? [products can be applied to hand or face - walk them through using the cleanser, toner, serum, lift (optional product), day cream, night cream (try on one hand or other side of face), eye cream]*

*"Arbonne give you a free trial size firming neck cream with this set. They understand that the neck ages 10 years ahead of the face because it is exposed all the time. We don't put makeup on our neck and sometimes we forget to put sunscreen on it."*

[At this point you can share your other favorite products: primer, foundation. That would be the natural progression. Botanical, anti-aging Cosmetics - at least foundation and concealer.]

*"Tell me how your skin feels. What new thing did you learn today? What did you like best? One of the biggest problems when you are introduced to this line is that you want it all. Let me tell you about the 3 ways you can win with Arbonne. **Turn to page 92.** Review these. Pull out your Host Rewards and go over.*

*"I know we talked about sets today and that is the best way to get the best and fastest results. If you know that you want to be Arbonne head to toe then a preferred client account will be perfect for you. For \$29 you can enjoy a 20% discount. One of the great things about this option is that you qualify for our Value Pack where you can get \$350 worth of products for free." Pull out the Anti-Aging RSVP [located in the closing sheets section of the consultant resources]*

*If they aren't prepared to spend this much money. Use the 4-Square Close Sheet. Make sure and share that in order to qualify for a free gift as a preferred client their order must be at least \$150. "If your wish list is bigger than your budget you may want to host a workshop and receive up to 80% discount on the products that you were not able to purchase today.*

*Our third option is to become one of our successful consultants. People from all walks of life are experiencing success, whether it is to make a few hundred dollars a month and enjoy a great discount on the products or to replace an income or have a new career. If you are interested in our income opportunity, I have a packet of information that you can take with you."*

*Close - "it's been my pleasure to introduce you to Arbonne!*

Write up order.

**Follow up:** in 2 days to see if they have received their product. Follow up in 2 weeks to make sure they are enjoying it and using it correctly. Follow up every 2 months for reorders and to answer questions or introduce them to more products.

**If they booked a group/workshop:** Go over the contents of the host packet with them and schedule a date.