



SEASOURCE DETOX SPA™ CLASS PRESENTATION OUTLINE

What to Bring:

- Business Aids
- Catalogs/Client Care Cards
- Why bag
- Calculator/Pens
- Hostess Packets – See the Hostess Packet Contents Flier under the “Hostess Coaching” module for contents
- Opportunity Gift Bag and What I Believe Cards for guests (see Closing Scripts Handout in the Presentation Module for gift bag content ideas)
- Samples
- Before and After Pictures
- Game items (coupons, Hershey Kisses, Arbonne Bucks)

Products:

Detox Spa Presentation: You will need: hand-towels, foot tubs, plastic or basting bags big enough for one or two feet. Basket with robe, dry brush and products – should look very clean and spa-like. A candle and relaxing ‘spa music’ in the background, and light refreshments such as cucumber, water and grapes, sets the mood for an in home spa experience!

- Sea Source Detox Spa Set
- RE9 Set (optional)
- FC5 Products (optional)
- Any additional products you wish to highlight in your presentation
- Gift for Hostess and Scheduling
- Gifts for any game you play, on time drawing

Killer Secret:

You will want to have your presentation bags packed and ready to go at all times! Waiting until the last minute to put together what you need can make you late and stressed which can start your presentation off on the wrong foot!!

Ideas for staying prepared:

- Put the packets together with smaller children, they love the responsibility.
- Pay older children to put together packets, they love the extra money.
- Put together packets when you watch TV!

Presentation

I. Arrive Early - to set up and help your hostess get ready. If you keep it simple it takes no time! Remember this must look simple!)

II. Guest Connection – 20 Minutes (Remember the purpose of this step is to establish rapport. Learn their name, how they know the hostess)

III. Introduction

IV. Product Presentation

- **INTRODUCE ARBONNE** – COMPANY FOUNDED IN 1980; PRODUCTS FORMULATED IN SWITZERLAND MANUFACTURED IN USA; 45 DAY MONEY BACK GUARANTEE.
- **Arbonne Difference**

“Tonight We Are Doing a Detox Spa Presentation”

“Are you ready to get pampered and to relax for ½ hour? “

(Each guest should have a foot tub, with a little of the Sea Source Purifying Sea Soak in each bath. One packet should be enough for 5 guests. **[Tip – tell your hostess that when she has 5 yeses, her class is closed!]** Have guests put feet in bath, let them know that they will be soaking for 15 minutes to start a mini-detox because the soles of our feet are an area of the body that stores and releases lots of toxins. Think about how bad shoes can smell if you don't wear socks.

“I am thrilled to share Arbonne's newest product line ... SeaSource Detox Spa ... an in home spa program that of course follows our philosophy of Pure, Safe and Beneficial. The products are botanically based, however for this product offering we have switched to marine botanicals ... plants harvested from the sea! “

“I don't know about you but I go to the spa only a few times a year and then as a celebration or luxury ... not for the therapeutic benefits the way women and men do in Europe. In Europe it is widely recognized that our body has a natural ability to cleanse and restore itself. Doctors even write prescriptions to go to a spa to help the body work optimally. “

Arbonne's SeaSource Detox Spa Set uses marine botanicals and European Spa Sciences to help the skin detoxify our body. Again the best of science and nature combined!

- Balneotherapy: Bathing in mineral salts, seaweeds and essential oils to improve circulation and purify the skin.
- Algotherapy: Using macro nutrients and trace minerals in deep sea algae to fortify the skin.
- Thalassotherapy: Using the therapeutic effects of the ocean to release stress.
- Hydrotherapy: Using heat and sea nutrients to invigorate the body, open pores and stimulate circulation.

"This all sounds intriguing but you are probably wondering if YOU even need to detox. In today's environment we cannot escape toxins, they are in the air we breathe and the food we eat. When toxins build up your immune system becomes weakened resulting in symptoms such as:

- Poor Digestion
- Fatigue
- Stress
- Skin Breakouts
- Stiffness
- Weight Gain
- Premature Aging

There are actually 30 symptoms associated with toxin build up. Did you know medicine today recognizes toxicity as one of the largest contributing factors in disease today?"

What Is a Toxin?

- A substance that can create an irritating or harmful effect on our body. It becomes toxic when our body cannot effectively eliminate this toxin and it causes a negative effect.
- You may be surprised at the toxins we are in contact every day – pollutants, smoke, pesticides, fertilizer, plastics, petrochemicals, and even pool water. These affect all of us!
- When these Toxins build up, they overwhelm our body.

- We all experience external and internal toxins through the air we breathe, the water we drink, the things we touch, the food we eat – not to mention the stress we experience.
- Do you get enough sleep, eat right, and exercise?
- Do you drink coffee... do you eat refined carbs and sugar?

I know you have probably have said yes to at least one of these, so let's take a look at this product line that stimulates, strengthens and supports overall wellness.

“LET'S GO THROUGH THE PROGRAM...SEASOURCE DETOX SPA™ “

Dry brushing – It all starts with the ancient practice of dry brushing to start the elimination/drainage process. This stimulates circulation and the overall function of the skin. Dry brushing prepares the skin to benefit from the ingredients in the products. Don't wet the brush – use circular motions, start at feet and work your way up, always working towards your heart to Improves circulation.

Foaming Sea Salt Scrub – you experienced this when you arrived this evening – exfoliates, releases toxins and improves microcirculation. The dry brush and scrub “open the skin” to prepare for a deeper detox.

Sea Mud Face/Body Mask – (tell guests to look in the water. Many will see black pepper like particles which are metals and toxins. Now have them put the mask on feet and put their feet in the plastic bag(s) – this mask pulls toxins from deep within the skin to detoxify and condition your skin. As it works, it will feel very warm. You can wrap yourself in a robe or even a shower curtain to let the heat work.

[While masque is drying, you will continue presenting additional products]

Purifying Sea Soak – Didn't it feel good? It makes the water feel very smooth. Weren't you amazed that it could feel good and you could see results so quickly? This product also – relieves stress – sea minerals help purify and nurture your skin. You'll love the smell as you lay back and relax the day away. If you don't have time for a full soak, just soak your feet.

Massage oil (try back of hand) – smell the aromatherapy –improves circulation and lymph system to drain waste – can even be used on your hair, under our hair mask for the best conditioning your hair has ever had. If you put a few drops in a basin of hot water you can do a relaxing, purifying steam facial. This oil has can be used in so many ways which is why it is called the 5-in-1 oil!

Fortifying Hair Mask – great repairing mask – perfect for color/chemical treated hair – harsh environments or swimming in chlorinated water – removes heavy metals. We can't forget our scalp! This mask works on the scalp and the hair.

Detoxifying Rescue Wash – (use to wash off mask off feet) toxins come out as we sweat – the soles of our feet, when we swim or workout. It even removes smoke. This can be used on your hair (remove swimming pool chlorine) face, and body. Traps heavy metals and washes them away. It can be used as bubble bath. The wash and scrub are products that you can use frequently to maintain between full spa treatments.

Re-Mineralizing Body Lotion (try on hands) – 24 Hours – replenish minerals and moisture. Another great product that can be used on a more frequent basis. It is an incredible moisturizer as well as a nutritional supplement for the skin. After a deep detox with the mask, your body is really primed for “remineralization”.

Renewing Body Gelée – (apply on feet, great with massage oil if so inclined) – apply on feet after removing mask; can blow on it to feel cooling affect) great for sore muscles or stress in your neck and shoulders – loaded with antioxidant protection. We all tend to store tension and after soaking in the sea soak and putting this on the stored tension is washed away.

Internal 7 Day Body Cleanse Dietary Supplement

- Average American consumes 150 lbs. of sugar a year – that's 52 teaspoons a day.
- Organs that eliminate – skin, kidneys, liver, lungs and digestive tract – are overloaded & we need to help ourselves push the “reset” button. In our lifetime, our bodies will process 100 tons of food... that's 20 elephants!
- The 7-day cleansing beverage contains detoxifying botanicals for an intense body treatment.
- It is a way to support and Detox our organs internally.
- Helps with gentle elimination and flush out excess fluids. Cleanses GI tract. Has herbs that support liver function.
- Just add a bottle of supplement to 32 oz of water and sip throughout the day with equal amounts of plain water, or even our Detox Tea. This process draws water to the intestines so your body can cleanse itself.
- Nutrition is important! Do not miss your Daily Hybrid Supplements during this time.
- Great product to put on our AutoShip program...
- May experience elimination symptoms – loose stools, slight cramping, and feel tired. This is normal for detoxing and by the end, you will feel amazing!

RECAP – “How do your feet and hands feel? Can you imagine how great this would feel all over your body?”

- We want to detox to purify our body
- Toxins are all around us and we overload our bodies
- By cleansing externally and internally, we help our bodies work at their best
- SeaSource Detox Spa™ is the foundation. By getting our body & skin to function optimally, we will see better results from all of Arbonne's product lines.

{Complete any games you've chosen to do}

V. Why Commercial using Why Bag

VI. The CLOSE and Client Care Card

“Close with the “3 Ways to Win” and your “Client Care Card”

“If you take out your Client Care Card, we can go over it together: This is the fun part - SHOPPING!!! With Arbonne you can Save, Share or Earn.”

- **SAVE:** If you would like to be Arbonne head-to-toe, then you might think about being a **preferred client** and receive a 20% discount on your orders.
- **SHARE:** You can save by **hosting** your own friend's night out and earn 80% discount. If your wish list is bigger than your budget, this is the perfect way to get what you want without breaking the bank. If you are interested in your own party circle a (9) or (10) on your card and we can get you on the calendar and start planning your party. If you aren't sure, circle (6) or (7). I have information you can take home with you.
- **EARN:** If you are interested in the Arbonne Opportunity - whether you want to make a few hundred a month or several thousand a month. I want to take you out for a coffee or soda and see if there is a fit for you with Arbonne. No pressure – we'll just take a look. Circle a (9) or (10) if you want to get together. If you would like more information circle a (6) or (7) and I can send you home with that information tonight. As you can see, whether you are a **client**, a **host**, or a **consultant** you are valued and rewarded. Now that you know how we can work together, let's start shopping! Because I am your consultant, I want to sit with each of you individually so that we can have our own consultation. I know what products will give you the best results. If you need to leave early, I can meet with you first.

VII. Shopping Time

VIII. Give Out Opportunity Gift Bags

IX. Thank Hostess and let her know the results of the evening because she may wish to become a Consultant.

X. Follow up!!

Smile, LISTEN, look them in the eye, build rapport, and have fun!