

# Janet Elliott Nation SeaSource

## Presentation Script:

Revised 5/13/08

To be used with the SeaSource BROCHURE. Cut/paste the following notes into your brochure as noted.

And of course, be sure to share lots of “fun facts” and testimonials!

This presentation takes NO MORE than 30 minutes.

### **Presentation Outline:**

- ❑ Have guests try Foaming Sea Salt Scrub at the sink as they arrive. The purpose of this is to begin to build rapport with each guest.
- ❑ Welcome Guests and Thank your Hostess – this is the time that you will present her with her Hostess Gift.
- ❑ Have your Hostess share WHY she decided to host a Spa Party and any favorite Arbonne testimonial (prep her on this in advance!)
- ❑ Tell your “Why Story”
- ❑ Pass out brochures (you should also have regular catalogs available)
- ❑ Go through Presentation script and pass each item you are describing for guests to try.
- ❑ Close with 3 Ways to Win
- ❑ Play a Booking Game
- ❑ Answer Questions, Take orders, Build Relationships!

### **On cover of brochure:**

Make a joke about not skipping ahead. We will go through the brochure together. “Raise your right hand and repeat after me, I promise not to flip ahead in the brochure” – make this funny – let them know you will throw chocolate at them if you catch them flipping ahead of you ...

**Page 2:**

**If you've ever wanted to be at the right place at the right time, you've arrived! You can have a multi-million dollar, international Health and Wellness business right from your computer and your cell-phone! Let me share with you a little about Arbonne in case you know of anyone who may be looking for a fun, part-time way to make some extra money!**

- 28 year-old company. Formulated in Switzerland, Made in the USA
- Known for our premium skin care products
- How many of you have heard about Arbonne's amazing anti-aging line - NutriminC RE9? Have any of you tried it? If you haven't tried it, one of you is going to want to schedule a skin care party with me! We call it a "faux-tox" party! We give you the results without the invasive, harsh treatments men and women are spending HUNDREDS and THOUSANDS of \$\$'s on.
- RE9 is Arbonne's anti aging skin care line. Unfortunately, it's a fact of life that matter deteriorates. From the time we are born, until the time we pass away, we are all in a constant state of deterioration. Sad, but true! Therefore we want to repair, prevent, and reverse the visible signs of aging.
- Our Clients can't say enough about the results they see from this line! You will love it! I don't know anyone who wants to look older than they are...do you? Except maybe a 20 year old and we have products for them too!

**Page 3:**

What we're going to try tonight is our newest line: SeaSource Detox Spa. Turn to page 3 in your spa catalog.

You will note in our main catalog, it is the first thing shown. That's because this line is the foundation to optimal health and beauty.

Using SeaSource Detox spa will enhance the results you get when using the skin care, color, and nutritional products Arbonne offers.

It's a comprehensive "whole-istic" approach to purification, detoxification and cleansing. This line was created to help our bodies work at their optimal best.

In essence, it is a detox spa right in your very own home (without the costs of day spas and medispas which are so popular today).

It's a comprehensive at home spa ritual that combines:

- Marine Extracts
- Technology
- Active Botanicals
- Essential oils
- European Spa sciences
- Modern internal cleansing

**PLEASE TURN TO PAGE 13**

**Page 13:**

Key Elements to this product line:

- Vegan
- Botanically-based
- pH correct
- Hypoallergenic
- Mineral Oil-free
- Dye-free
- Cruelty-free
- Naturally scented
- Dermatologist- Tested
- Patented marine technology —algae is most hardy in stressful situations & has the strongest ability to detox. Not plucking from the ocean but are eco-friendly farmed off the coast of Ireland, England, North Atlantic coast of Canada, California, and some Japan
- Proprietary Arbonne complexes
- Lyophilized sea water – spray dried sea water, rich in vitamins & minerals to detox & remineralize
- 7-Day Full Body Cleanse

Key REsults

- **Improved state of well-being**
- **Improved vim & vigor**
- **Improved skin functioning**
- **Healthier look**
- **Softer, smoother skin**
- **Renewed mind, body and spirit**
- **Time for you**

**PLEASE TURN BACK TO PAGE 4**

**Page 4:**

**BATH:** We incorporate the art of bath, treatment by algae, treatment by sea water and treatment by fresh water.

## **Page 5:**

So WHY should we DETOXIFY? Does anyone know the answer?

We all have the oil changed in our car right? Well, if your diet includes **packaged foods, hydrogenated fats and oils, or white flour or sugar it might be a good time for a good cleansing!** Or how about this...are any of you exposed to any of the following:

**Second-hand smoke – Fertilizers or Pesticides – Dust, Mold or Mildew – Animal dander – Smog – Dry Cleaned Clothes – Pool Water – or how about this one...Rain???**

ALL of these things contain TOXINS and when TOXINS build up, they overwhelm our bodies!

So what exactly is a TOXIN:

- A substance that can create an irritating or harmful effect on our body. It becomes toxic when our body can't effectively eliminate this toxin and it causes a negative effect.
- If they build up, toxins can contribute to: Weight gain, fatigue, stress, skin breakouts, premature aging, stiffness, and a weakened immune system
- Because of this, more people are turning to detox spas for help.
- Have you picked up a magazine lately?

What our detox spa does:

- A complete line of cleansing and purifying spa products that support the organs of elimination including: Skin, kidneys, liver, lungs and digestive track
- Supports the body's own ability to eliminate and remove toxins
- Detox is one of the leading programs offered in spas today – making this very cutting edge. If this is one of the leading programs people want, then I want to be a part of that. If you've ever wanted to be at the right place at the right time, this is it!

Now that we know some of the amazing benefits of SeaSource Detox Spa, let's go through the program and try the products. The key benefits of this line is to deep clean, purify and re-mineralize you.

## **Pages 6-7:**

Read Stimulate paragraph at top of page.

Go through each product and pass them while describing. All guests to try.

### Dry Body Brush – have them try!

- First step to successful detox program
- Stimulates elimination processes & starts lymphatic drainage
- Gets all things going inside!
- Exfoliates
- Leaves skin “glowing”
- Use in large circular motions toward the heart
- Use regularly and don’t use wet

### 5-n-1 Essential Massage Oil – have them try this!

- Love this smell
- Helps release surface toxins by stimulating and moving with massage
- Delivers nourishing minerals
- Promotes deep relaxation by easing the mind and spirit
- Proprietary B.A.T.H. oil blend
- Double conditioner on anything—hair and body
- 5 ways to use: body massage; facial massage (not on lids, of course); bath oil (will hydro-disperse – meaning it dissolved in water); on hair for split ends; aromatherapy; steam facial

### Foaming Sea Salt Scrub – will have tried this earlier, but still pass around

- Soap-free lather
- Gently exfoliates with patented calcified algae particles & jojoba beads
- Stimulates surface microcirculation
- Removes toxins from the surface of the skin
- Promotes healthy-looking radiance
- **Show RE9 Facial Scrub – as that would be used on the Face!**

### Detoxifying Rescue Wash – pass around

- Gentle, soap-free cleanser
- Especially great to use after working out or if you’ve been in chlorine (pool) or you’ve been in a smoky environment
- 2 places you sweat most: underarms and feet. Toxins come out through our sweat.
- Toxins are not washed away by just using soap and water - just like dirt isn’t washed away by just water. This rescue wash traps heavy metals (lead, mercury, etc) and washes them away.
- Can also be used as a bubble bath (1-2 capfuls)
- Creates a protective moisture barrier on your skin
- Use daily or weekly, especially after sports, workouts, swimming, etc.

### Sea Mud Face & Body Mask – have them try on their arm or face

- Helps improve lymphatic circulation
- Purifies and detoxifies and eliminates surface impurities
- Formulated with Sea Silk – a pure, organic seaweed extract that lies along the sand in the ocean
- Conditions and moisturizes
- Leaves skin “glowing”
- Use as a facial or a body mask
- Tip: For your home day spa – use a clear plastic shower liner to “wrap” yourself in...or use the Arbonne robe (show robe)
- Tip: Layer with the purifying sea soak. For example, use the se mud mask, then soak in the sea soak – you get a layering effect of benefits.

### **Page 8:**

**Read the Strengthen paragraph at top of page.**

### Purifying Sea Soak – pass around

*Tip: I use one packet as a prize giveaway*

- Extremely therapeutic
- Purifies and detoxifies & Improves microcirculation
- Re-mineralizes skin’s surface
- Promotes ionic balance
- Renews mind, body and spirit
- Freeze dried sea water contains all the trace minerals and algae to support detoxification
- Great for men and women to soak in since it helps remove the lactic acid from muscles
- Tip: Let dry on skin so minerals can soak in
- Tip: If you don’t have time for a full soak, just soak your feet

### Fortifying Hair Mask – pass around

- Repairs weakened hair strands
- Protects against damage caused by chemicals and “heavy metals”
- Improves shine and vitality – feels great!
- Safe for chemically treated hair
- Great after being in the pool
- Mineral and algae benefits to support the adhesiveness of the hair follicle
- Takes out the nasties we’re exposed to that we don’t even know about
- Use as an intensive treatment or an instant conditioner daily or weekly

## Re-Mineralizing Body Lotion 24H – have people TRY!

- Mineral-enriched lotion that re-mineralizes skin from detox depletion
- Moisturizes up to 24 hours
- Helps firm, tone and condition skin
- Lightweight formula

## **Page 9:**

**Read Support Paragraph at top of page.**

### Renewing Body Gelee

- Calms, Cools and refreshes
- Loaded with antioxidant protection
- Moisturizes & is fast absorbing
- Restores ion balance—sodium & potassium ions get out of balance when detoxing
- Great on sore muscles and in warm weather
- Tip: Use in stress spots: Shoulders, base of neck, etc.
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### 7-Day Body Cleanse

Fasten your seat belts and prepare for impact!

As we've already said, the average person experiences an improper diet, too much stress and environmental effects, which can produce toxic conditions and contribute to fatigue, weight gain, etc.

Our bodies need healthy nutrition, and most of us just don't get it!

- Average person consumes 150 lbs sugar in a year – 52 tsps a day!
- Adds up and effects our bodies
- Our “eliminative” organs that help rid toxins are skin, kidney, liver, lungs and GI Tract. The problem is, we've overloaded them. Did you know that the average American has anywhere from 5 – 22 lbs of impacted fecal matter in their intestines at any one time? YUK! I guess that gives a whole new meaning to saying to someone that they are “full of crap”! ha ha he he!
- We need to hit the “re-set” button and help take some of the load off.
- GI tract is the first contact the body makes with toxins. Did you know that in our lifetime our GI Tract will process 100 tons of food? An adult elephant weighs about 5 tons.....that's 20 elephants!

What does the body cleanse do?

- Intense body cleanse treatment
- It's a way to support detox organs internally
- Gives our body an optimal environment
- Flushes excess water and cleanses our GI tract
- Has herbs that support liver function
- Helps your body operate optimally

How do you use?

- Dilute in 32 oz of water each day for seven days
- Drink an additional 32 oz of water – this process draws water to intestines from body, so you want a lot of water in your system.
- Use with our Smart nutritional hybrids
- Autoship this product so you can use it once a month

May have cramping, loose stools – but afterwards, you'll feel lighter, and AMAZING!

- Encourages elimination
- Supports detox organs
- Antioxidant protection
- 30+ ingredients to cleanse the body from excess fluids and waste
- Eliminative organ (kidney, liver, and intestines) support

**(You may consider putting this in your brochure just incase someone asks a question regarding ingredients – however, I do not go over otherwise).**7-Day Body

**Key Ingredients**

**-Chlorella & Blue Green Algae**

**(sea derived ingredients to naturally cleanse)**

**-Senna, Slippery Elm, Rhubarb**

**(scrub the intestines & loosen debris)**

**-Cranberry, Nettle and Fennel**

**(Flush the intestines)**

**-Cascara sagrada**

**(Get rid of the toxins from diet, stress, etc.)**

**Please turn to page 14 & 15**

## **Page 14 -15**

**I love these two pages as they teach you the steps of having a spa right in your own home. We never take enough time for ourselves, so these pages show us how! Page 14 is a head to toe spa journey. Page 15 is an express spa experience.**

**Look at your hands and feel how good they feel where you've sampled the products.**

We all need to detox and purify. Toxins are all around us and we've overloaded our bodies. By cleansing internally and externally, we help our bodies work at their optimal level. SeaSource Detox Spa is the foundation. By getting our bodies and skin to function optimally, we'll see better results from all product lines (skin care, nutrition, color, etc). Pair with skin care and fight time, environment and toxins.

## **Please Turn to page 10 & 11**

### **Page 10-11**

Begin your close and 3 ways to win!

On page 10 you'll see the entire detox spa set. Your very own spa in your home that you can use for several months all for the low price of \$352.50. Think of that in comparison for what ONE SINGLE spa visit would cost you! What I love most about Arbonne, is that everything we have comes with a full 45 day money back guarantee. I encourage you to consider this set, and if you don't feel better than you've ever felt a month and a half from now, I will gladly refund your money. You have nothing to lose!

Book a party with me tonight, and I will give you 20% off your entire order. This entire spa set could be yours for only \$282!!!! I am very generous with my hostesses (pass hostess sheet). We have an amazing hostess rewards plan. Plus, I give all my hostesses the opportunity to sign up and become a consultant so they can enjoy the same discount I do for an entire year! For those of you who have already hosted a party with me and signed up as a consultant, this entire set is yours for only \$229!!!

Also, if "hostess" gets two bookings tonight, she gets the SeaSource Detox Spa Soak set for only \$35! This is regularly \$105. This is in addition to all the other wonderful hostess benefits we have. (show what that set is....24h body lotion, sea soak and the pillow bag).

Finally, if what I do looks fun and inviting, and you (or someone you know) could use some extra money each month, I would love to give you some information to take home and review in the privacy of your own home. I'd certainly love to have you on my team!

Share the "pick a party" and hostess rewards, play your booking games and finish your party. HAVE FUN!!!