

RE9 - FC5 Time to Discover Arbonne Catalog Presentation

You'll notice that I am wearing a watch on each wrist.

This is my RE9 watch, which represents our fabulous anti-aging line.

The hands on my RE9 watch go backwards; it reverses time.

Our RE9 line reduces the visible signs of aging!

The watch on my other wrist is my FC5 watch, representing our Fresh Cell 5 line.

The hands on this watch are stopped – FC5 stops the visible signs of aging.

So, if you want to turn back the hands of time and reverse damage,
then the RE9 line is for you.

If you want to stop time and prevent future damage, then the FC5 line is for you!

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RE9 anti-aging line - 9 key anti-aging elements in our RE9 line and you can see them listed here in our catalog. I'll point out a few that I know will interest you!

- KOJIC ACID – natural skin brightening agent - helps lighten dark spots or age spots.
- COPPER – helps diminish the appearance of fine lines.
- VITAMIN C - promotes the production of collagen and elastin – leaving your skin to look visibly younger!

Collagen and Elastin - production slows down 65% between ages 20 - 80.

- RE9 - natural approach to beautiful skin.
- Filled with anti-aging, anti-wrinkle ingredients that help stimulate collagen and elastin production.

***Pass around before and after pictures.**

- The RE9 line is a recipe for beautiful skin - Important steps/skin care regime.
- Formulated to work together - best results from using entire system.
- It's like baking a cake - leave out the eggs/sugar - have a cake - not a very good one.

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*You may choose to pass products, except the wash, for people to try on the back of their hand or on their arm.

1 - **Hydrating Wash** - This emollient wash cleans and hydrates without stripping the skin.

2 - **Balancing Toner** - It immediately restores the PH balance which helps your skin fight off bacteria as well as maximizes moisture retention and visibly tones, firms and smoothes the skin's surface.

3 - **REactivating Facial Serum** - This vitamin cocktail, with alpha and beta hydroxy acids, breaks down the glue that holds the dead skin cells together which allows younger, youthful skin to come through (great for age spots and scars).

4 - **RE9 Eye Crème** - Moisturize the delicate skin around your eyes. The skin around your eyes is $\frac{1}{4}$ of the thickness of the rest of your face and needs to be protected and treated differently. Our eye crème helps reduce the appearance of dark circles and puffiness. This is an amazing product!

3

Day Time Protects, Night Time Corrects

- What happens if you put a perfect grape outside and expose it to the wind, the sun and the air (pause if anyone answers - play ticket game)?
- That grape will become a raisin. And when your skin is exposed to the elements, unprotected, skin cells become damaged leaving you with visual signs of aging!
- Arbonne's day moisturizer is like a protective shield against the elements which you are exposed to all day long.

5 - **RE9 SPF 8 Daytime Moisturizer** - PROTECTS, moisturizes & visibly firms skin all day. At night, it's important to nourish our skin while we sleep. That's the time our body repairs itself.

6 - **RE9 Night Crème** - CORRECTS, nourishes, visibly strengthens and firms your skin while you sleep. Older skin loses the ability to maintain moisture. And we all know that hydrated skin looks younger. NC is amazing because it nourishes your skin while protecting against water loss and encouraging cell recovery while you sleep!

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7 -**Transforming Lift** -This is a face lift in a bottle! It tightens your skin giving it a lift for up to a 6 hours. Your skin will feel firmer and have a tighter appearance. Use the lift AFTER the toner (you can even use it on top of your make up at the end of the day for a quick “lift” before going out). This terrific set of 7 products is only \$298.50 and when we are finished I’ll share with you how you can get it for even less. By the way, the lift is free when you purchase the set (normally \$45.50).

8 - **The Illuminating Enzyme Peel** - **A must-have to complete your RE9 Set.** An exotic cocktail of natural fruit enzymes that gently exfoliate, but on a very deep level - revealing a more even, velvety complexion and noticeably smoother-looking skin. The reason I love this product is that it’s fast, it’s easy and after sleeping with it as night treatment, you will see amazing results in the morning. I use it every other night as my night crème.

9 -The last product that we are going to cover in the RE9 line is our **Anti-Aging Body Set.** The **REactivating body serum** is a pre-moisturizer which contains a special blend of botanicals and protects the skin against free radical damage. You apply this before you apply the **REfinish Hydrating Body Lotion** - vitaspheres deliver antioxidant vitamins to help protect skin. This product is extremely hydrating - it's filled with nutrients that help your skin maintain the elasticity - look at the difference of arms in the before and after pictures. Smells wonderful and again - fragrance free - combination of the botanicals.

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FC5 Product Line

“If you are looking to pause time and you’re not yet ready for Anti Aging, then the FC5 products are for you.”

FC5 stands for **Fresh Cell 5.** The cell nutrients from the kiwi, strawberry, mango, pumpkin and carrot are extracted and remain encapsulated, fresh and untouched until they are applied to the skin. Once applied to your skin, the precious nutrients from the fruits and vegetables are released to revitalize, hydrate and protect your skin!

We are so proud that Arbonne is the only company in North America licensed to use this ground breaking technology.

Think about it! From the time we were little kids, we were always told to eat our fruits and vegetables! And of course, as adults we know that eating a balanced diet with fruits and vegetables will promote a healthy body! Well, the philosophy around the FC5 is the same - fruits and vegetables to nourish your skin.

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FC5

5 Key Fresh Cell Fruits and Vegetable Benefits:

Kiwi – Extraordinary source of antioxidants.

Strawberry – Known for its purifying and toning properties.

Carrot – Soothes and calms; ripe with B-carotene.

Mango – Nurturing, hydrating fruit.

Pumpkin – Moisturizing properties bursting with B-carotene.

B-carotene is a natural plant pigment with antioxidant skin protection action and promotes healthy cell growth.

FC5 has no artificial fragrance, 100% natural fragrance.

Formulated without: Parabens, Petrolatum, Mineral Oil, Paba, Propylene Glycol, Paraffin, Animal-Derived Ingredients.

7

One of the most obvious signs of aging is dehydration or the loss of the skin's ability to hold water. Water is a key ingredient. The skin cells weaken over time and this causes skin to lose essential hydration and it changes the structure of youthful skin.

If you are looking to stop time and you're not yet ready for Anti Aging, then the FC5 products are for you.

I can talk to you all day long about the Arbonne difference, but the real difference is when you try the products. You'll have a chance to touch, feel and smell our luxurious FC5 products. As I go through our skin care sets & our body products you will really understand the true Arbonne difference.

FC5 provides 5 basic elements of skin care: hydration, cleansing, exfoliation, moisturization and protection. It helps to provide the moisture your skin desires.

**For this next section - you will want to pass around some of the products.*

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Products Are Formulated for Specific Skin Types

Oily/Combination- Complexion Perfecting Set - Matte Fresh Complex - botanicals -mallow, melissa, watercress and ivy - sooth, calm and harmonize/ balance oily skin.

- Purifying Cleanser + Toner - Oil free, lathers, deep cleans, removes makeup. Leaves skin feeling soft - doesn't strip or dry.
- Oil Absorbing Day Lotion with SPF 20 - Slowly absorbs into skin, blends easily, refines appearance of pores, SPF 20 with UVA/UVB protection, contains antioxidants.
- Mattifying Powder: Translucent, oil absorbing powder, reduces appearance of redness, leaves a matte finish.

Value \$89.50 - when you buy the set it is \$80 - you save 10%

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Normal to Dry Skin - **FC5** Complexion Revitalizing Set

Our Moisture Fresh Complex: A unique blend of botanicals including St. John's Wort and extracts of cucumber, birch leaf, clover blossom and watercress. This complex helps to soften, cool, soothe and condition dry skin.

1. Cleanser + Freshener - Moisture rich cleanser that comforts and hydrates. Removes makeup, even mascara, easily rinses off, leaves skin soft.
2. Nurturing Day Lotion with SPF 20 - Lightweight, non-greasy formula filled with antioxidants - cools, soothes while hydrating and protecting.
3. Night Crème - Absorbs quickly and helps to hydrate and restore the skin's moisture. Nurtures your skin while you sleep leaving it soft and smooth.

Value \$106.50—Set 10% savings is \$96 - *Pass around the Night Crème

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Your skin care regime is not complete without these 2 very important products:

Hydrating Eye Crème: This soothing and hydrating formula, minimizes appearance of fine lines and dark circles. It helps brighten and revitalize, providing a more youthful look. Use morning and night. Shea butter, Vitamins A, C, E \$30

Exfoliating New Cell Scrub: Gentle exfoliant is infused with anti-oxidants. It warms the skin as it cleans. It gently exfoliates and pulls out impurities. Kaolin clay is known for its "drawing out" abilities. Vitamins A, C, E, Jojoba beads.

***Pass around the Eye Crème and Exfoliating New Cell Scrub.
(try scrub on top of hand - remove with a wet tissue)**

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Not only do we have fabulous products for your face,
we have fabulous products for your body and hair.

***Pass around the Body Moisture and Hand Crème.**

This is the best hand crème ever - it's rich, smooth and it leaves your hands refreshed and will keep their youthful appearance - smells amazing \$18.
Body Moisture - is a rich body lotion that has a cooling sensation and it protects and hydrates while leaving your skin feeling like velvet. You have to smell it! \$23.

We have a wonderful [FC5](#) Shower Set that includes **Nourishing Daily Shampoo** and conditioner and **Invigorating Body Cleanser** that is perfect for your entire family - \$51.

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RECAP – How do your arms and hands feel or your face if you did facials?

- Can you imagine how great your skin will look when you are using these products every day?
- We want to cleanse, hydrate and protect to hold back the hands of time.
- The antioxidants in these products will fight free radicals and pre-mature aging.
- Consistency along with using products with healthy, anti-aging ingredients is the key to beautiful, radiant skin.

**Complete any games you've chosen to do.*

**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!**

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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 money and share these great products 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.

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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, host, or 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 and I have the sheet with all the specials on them so you will definitely want to meet with me. If you need to leave early, I can meet with you first.

****Smile, LISTEN, build rapport, MEET NEEDS of guests and have fun!***