

DISCOVER ARBONNE SCRIPT

ENVP Cecilia Stoll

Welcome to our Discover Arbonne event – we are so happy you are here with us.

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

First, I want you to know that whoever invited you to hear 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](https://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 min “I” story here. (Your story must be compliant and cannot include time to promote, specific income information, replacing an income with Arbonne, etc.)*
- *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 compliant guidelines when sharing your personal story). Show some vulnerability! Allow your audience to connect with you.*

We are health and wellness company with over four decades of history. Our brand philosophy embraces the connection between a healthier mind, stronger body, and more beautiful skin. We have a competitive earning plan. We have a committed home office team who handles marketing, customer service, deliveries, and your own personal website.

Our Vision

Our Founder, Petter Morck said, “When I dreamt of Arbonne I wanted it to be a place where people could flourish.” In Arbonne, we are entrepreneurs who are passionate about healthy living. Our business is all about empowering people and helping them flourish by being good to themselves, their community, and the planet.

Sustainability

We are B Corp certified which means we are held to higher standards. This certification means we value people and the planet, not just profit. We are committed to sustainability measures by decreasing waste and increasing recycling. We don’t only want to be the best company IN the world, but the best company FOR the world.

A Global Opportunity

We are a global company doing business in the U.S., Canada, U.K., Australia, New Zealand and Poland. Have a global, online business with no geographical territories. You can build a business in any of the countries we mentioned earlier.

Our Product Difference

At Arbonne, we continually challenge ourselves to be transparent. 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. But in the U.S. we only ban 11. Arbonne abides by a stringent ingredient policy that has over 2000 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. We are 100% Vegan, cruelty free and nonGMO. We are also formulated without gluten, dairy and artificial sweeteners,

We offer a 45-day money back guarantee. These products are seriously the best of the best! Consumable Products. We offer a wide range of consumable products for the entire family. Having a business with consumable products is key. Your clients will buy the products, love them, run out and reorder over and over. That means repeat commissions on each reorder.

This is a product driven business with the types of products people are already purchasing. These products are already in people's budgets. We offer something for everyone -In addition to nutrition and skincare, we also have makeup, body care, hair care, essential oils, sports nutrition, men's line and even a baby line.

Our two bestselling lines are our 30 Days to Healthy Living Program and our Re9 Advanced Skincare set.

30 Days to Healthy Living

30 Days to healthy living is Arbonne's well-being program and Arbonne's #1 nutrition offer. This program helps you learn to identify foods that don't make you feel great so that you can learn to choose food as fuel for your body, optimizing how you look and feel. The program also helps support a balanced gut, gain confidence in yourself, prioritize resting and learn to focus on a more positive mindset. In our 30-Day Groups, we provide meal plans, recipes, grocery lists and support. These products taste amazing, and the program is simple and easy to follow.

RE9 Advanced

Arbonne's healthy aging skincare regimen is our RE9 Advanced line. This was developed after 3 years of research and testing, with incredible clinical results. The products support all of the needs to healthy looking skin including a reduction in the appearance of fine lines, wrinkles and uneven skin tone while improving the look and feel of skin texture, hydration and overall radiance. With our amazing nutrition program and skincare line, you can experience healthy living from the inside out.

Timing and Trends

Work habits are changing. Side hustles accounted for an estimated 1.4 trillion dollars of U.S. income in 2018. People are looking for ways to be their own boss, so they can have personal Flexibility and take control over how they spend their time.

Social businesses are growing.

More people are using social media to stay informed and make product buying decisions. 92% of consumers trust recommendations from people they know, which means YOUR RECOMMENDATIONS COUNT! Your friends trust your opinions. This is something all of us are doing already; we naturally share products we use & love. People are already shopping and communicating online. So, online businesses are booming.

We are at the RIGHT PLACE at THE RIGHT time!

Global wellness is booming

This is a 4.2 trillion dollar industry that continues to grow. Now more than ever people are focused on what they put on & in their body. People are demanding clean skincare, wellbeing and weight management solutions.

Why Arbonne, Why Now

- As an Independent Consultant, you can... Own your own online business with a low start-up cost and minimal risks. Work this business alongside your current career, school schedule or busy lifestyle.
- **Share** products you love and earn commissions when your clients order and reorder. Your clients can order directly from your Arbonne link and have their products delivered straight to their own homes. (We don't stock inventory or deliver products ourselves)
- **Earn rewards** and incentive trips through your sales and the sales of your team. Maximize your time by building a team- We will talk more about this later.
- Most people trade time for money. For most people working an hourly wage job, when you don't work, you don't get paid.

How It Works

As we talk about earnings, please remember to visit Earnings.Arbonne.com. to learn what is typical. In Arbonne, you not only earn commission on your personal sales, but also earn commission for your teams' sales. We will talk more about this later.

Our business model is so simple. We share the products we love with our network and earn commission on everything we sell. All of us are already recommending things we love; we just don't get paid for our recommendations. For example, when you recommend a restaurant you love to a friend and your friend eats there, the owner of the restaurant doesn't send you a commission for your referral. But with Arbonne we earn commission when our friends make a purchase based on our recommendations. It's truly a genius business model.

How to Earn

- Let's talk about how Arbonne Consultants earn money. The time and effort you put into your business will determine your level of success. The good news is you get to choose how much or how little you want to work. It's all up to you! You need to go to earnings.arbonne.com and view the document that explains everything I'm going to talk about now in complete detail.

- We have 3 ways that we earn an income through Arbonne.
 1. **Personal Sales:** You sell something, you earn commission. I love that we get paid commissions every Tuesday. When you sell products to your Clients and build a team to do the same, you earn. You just need to send them your Arbonne website link and then they shop online, pay online and Arbonne ships the products directly to them. It's that simple.
 - **Let me show you how you can earn commissions right away:** For example, If you help 4 people get started with 30 Days to Healthy Living Set as Preferred Clients this week, you will earn around \$200 in commissions next week. Isn't that exciting?
 2. **Building a team:** This is where the fun begins! When someone joins your team as a Business Builder, you teach them to sell to their own Clients. They earn commission and you also earn commissions on their sales. These are called *Overrides* and are paid monthly. The more people you help become successful with their own clients, the more overrides you earn. It's a win-win for everyone!

Let me show you how you can leverage your time to maximize your earnings by building a team:

 - Let's say you sell 4 nutrition sets this week and you also find 2 Business Builders who join your team and also sell 4 nutrition sets each to their own clients. You will not only earn commission on the sets you personally sell; you will also earn overrides on the sets your Business Builders sell. In other words, you will be earning a combination of commission and overrides on all 12 sets. That's maximizing your earnings by time leveraging - personally selling and building a team that you teach to do the same. Can you imagine if you had 10 business builders doing that with you?
 3. **Cash awards.** These can be earned at every level based on sales performance.

Compensation Summary: There are only 4 levels of management in Arbonne, and with each level, as you build your team your earnings potential grows. **Let's go over those levels:**

1. **Level one:** District Manager. We will teach you how to reach this level as soon as you are ready (or, as soon as you tell us you're ready). The average income at this level is about \$300 a month. Some earn more, some earn less. At this level, you can also earn a \$200 cash award every month based on your team's sales.
2. **Level two:** Area Manager. The average income at this level is about \$1500 a month. Some earn more, some earn less. The cash award you can earn at this level is \$400 a month based on your team's sales. At the level of Area Manager you will be able to will your business to your family or whomever you want. The next two levels is where things get exciting!
3. **Level three:** Regional Vice President. The average income at this level is about \$6000 a month. Some earn more, some earn less. The cash award that you can earn at this level is \$600 monthly based on your team's sales. If you have seen a white Mercedes on the road with an Arbonne emblem, it's because at this level, you can qualify to earn the VP Success Award which is cash that goes towards your white Mercedes. The rewards here

are amazing! When you reach this level, you're among the top 2% in the company. This is where you can really start benefiting from true time freedom and flexibility!

4. **Level four:** National Vice President. This is the final level and here you are in the top 1% of the company! The average income at this level is about \$22,000 a month. Some earn less, some earn more. At this level, you can also earn the \$600 monthly cash award based on your team's sales, and you qualify to earn a higher VP Success award to go towards your white Mercedes. Another exciting reason to become an NVP is, you can qualify to earn a trip to Maui every year for you and a guest to attend our NVP Leadership Retreat. Being at this level can be life changing! I'm sure you can see that when you get to this level, you can truly live a life by design! Once again, if you would like more information about potential earnings, just go to earnings.arbonne.com.

Everyone Can Succeed.

Everyone can succeed with Arbonne. This is a level playing field. No age, education, race, or socioeconomic background matters. We have 18-year olds and 75-year olds doing this business, and every age in between. We have both men and women, we have stay-at-home moms, college students, nurses, doctors, professional athletes, attorneys and people from all walks of life. If you would like to be a part of our community, there is a place for you. You're joining a group of mentors with track records of success that want to teach you everything you need to be successful. We're here to share our knowledge and celebrate your success along the way.

Common Hesitations

We've shared some benefits of owning your own Arbonne business. But let me address some fears and hesitations that you may have.

- *"I don't have enough time."* Most people don't start this business because they have lots of time on their hands; they do it because they would like to have more time. You're going to work this business in the nooks and crannies of your day. If you have time to watch Netflix or scroll through social media, you have time to build an Arbonne business.
- *"I don't have enough money."* What's great about this business is that it's only \$49 to get started as an independent consultant. You don't have to go to the bank and take out a loan to start your business.
- *"What will people think?"* I love the quote, "If you live for people's approval, you will die by their criticism." You don't need every person you know to get on board with Arbonne in order for you to be successful. In fact, a few of the people you know will just help you get started, and a majority of your Arbonne team will be people you haven't even met yet.

Additional Benefits

Let me share 3 most incredible benefits we get from building an Arbonne business.

- **The people:** You are the average of the 5 people you spend the most time with. In Arbonne, you will be surrounded with the most incredible people who will speak life and

who will share their belief that the best is yet to come. Your upline has a vested interest in your success and will lock arms with you and help you reach your goals.

- **Personal growth:** You will become a better version of yourself on your Arbonne journey, and that will affect every area of your life for the better. We are constantly improving ourselves through the books we read and through our leadership trainings.
- **Making a difference:** There are people in this world depending on our extra. By building an Arbonne business, you can put yourself in a position to make a difference in people's lives.
- **We are a community of difference makers.** We have worked to help build orphanages and schools in Zambia, homes in Haiti, and to give clean water to third world countries. Also, Arbonne has a charitable foundation, and our dream is for Arbonne to be the number one company that GIVES BACK.

Make Healthy Living Your Business

What would you do with the extra money and extra time? How would it change your life? How could you make a difference? Make a decision to join us so you can be more, have more, and give more. Instead of asking yourself, "What if it doesn't work?" Ask yourself, "What if it does?" We know it does, and we are ready to lock arms with you on this journey. If you keep doing what you are doing, where will you be in 5 years? If you spend 5 years working this business around your schedule, your life could look quite different! Get with the person who shared this with you and let them know you're ready to get started. We will teach you everything you need to know to be successful, and if you work this business with a decided heart, I have no doubt you will never regret saying yes to this opportunity. Stop telling yourself "One Day!" Instead, tell yourself, "DAY ONE!" This is it. Make today the first day of the best part of your life.