

# “IS ARBONNE FOR YOU?” SCRIPT

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I'm so excited that you are here to learn more about Arbonne! Over the next few minutes....

- I'm going to share with you what makes Arbonne different as a company, touch on our incredible products and how this opportunity is changing so many lives!
- My hope is that you leave here tonight feeling inspired and encouraged about the positive impact that these products and business can make in your life and possibly the lives of others.

## MY STORY (2-3 mins): [EARNINGS.ARBONNE.COM](https://earnings.arbonne.com)

- First, I want to share just a little of my story about how Arbonne came into my life, the difference it has made and why I am so passionate about this opportunity.
- Everyone's story is different. If you want to learn about what is typical, you can visit [Earnings.Arbonne.com](https://earnings.arbonne.com).
- What life looked like before Arbonne...
- How I was introduced to Arbonne...
- My hesitation/fears and how I overcame them...
- Why I am doing this business...
- Current and future impact from this business...

**Write your story here...**

## LET'S TALK ABOUT THE ARBONNE DIFFERENCE!

- Arbonne is a health and wellness company with over four decades of history.
- Our brand philosophy embraces the connection between a healthier mind, stronger body, and beautiful skin.
- We are B Corp Certified, which means we balance profit with people and the planet.
- We are committed to sustainability measures by decreasing waste and increasing recycling, while helping people to flourish by being good to themselves, their community, and the planet.
- *"When I dreamt of Arbonne, I wanted it to be a place where people could flourish."* - *Petter Mørck, Our Founder*

## THE BUSINESS

- Now let's chat about what owning an Arbonne business looks like.
- You get to own your own online business with a low start-up cost. What other business can you start for the price of \_\_\_\_\_?
- You also have the option to work this business alongside your current career, school schedule or busy lifestyle. Some people join this business because they may not be in love with what they are currently doing and are seeking other options while some may love what they do and choose to work this business alongside what they are already doing. The choice is yours!
- What we do is share and help people switch their brand to clean, healthy products and we show others that want to start their own business to do the same.
- We have a global, online business currently in 6 countries which include the US, CA, UK, PL, AU and NZ
- We have the opportunity to earn rewards and incentive trips based on your sales and the sales of your team.
- Learn more at [earnings.arbonne.com](http://earnings.arbonne.com)

## THE PRODUCTS

- Now let's chat about what sets our products apart.
- Our products are formulated with plant-based ingredients, clean standards and a strict ingredient policy which bans over 2,000 ingredients.
- Our company has always been cruelty-free, vegan and formulated gluten-free.
- One of the smartest factors of our business is that we offer consumable products which = repeat sales. How many times have we had to restock our makeup, skincare, nutrition or bath and body products? We are all using these types of products every day. There's something for everyone! Skincare, nutrition, personal care, baby care, hair care and makeup so literally, your market is every one.
- Something that makes our company set apart is that we back our products with a 45-Day money back guarantee

## WHAT IF YOU COULD...

- What if you could earn a little extra money?
- Be your own boss?
- Choose who you work with?
- Set your own schedule?
- Improve your overall wellbeing?
- Help change people's lives?
- Which of these would you say resonates most with you? (*once they answer, paint vision*)

## DID YOU KNOW?

- **Side hustles are big.** Accounting for an estimated \$1.4 trillion of US income in 2018, people are looking for ways to be their own boss.
- **Social businesses are growing.** 92% of consumers trust recommendations from people they know.
- Social media helps expand how many people you can get to know. We are already share things we love with people and now we have a way to turn socializing into an earnings opportunity. Also, we are all already on our phones anyway. We might as well make a positive impact and build a better future for ourselves and others.
- **Global wellness is booming.** This is a \$4.2 trillion industry that continues to grow. People value clean skincare, wellbeing and weight management solutions.

## 3 WAYS TO EARN WHEN YOU SHARE THE PRODUCTS YOU LOVE:

- Now, we have talked about how incredible these products and this business are, you may be wondering how we actually earn in this business?
- There are 3 ways to earn...
  - **First is personal sales commission:** You sell something, you earn commission. *(Example: If you help 4 people get started with 30 Days to Healthy Living Nutrition Program as Preferred Clients this week, you will earn around \$200 in commissions paid the next week.)* I love that we have the opportunity to earn commissions weekly. Just think, you may know some family and friends that want to switch to clean products and live a healthier lifestyle.
  - **The second way to earn is by overrides.** This is commissions earned from yours and your team's product sales. I personally love this because it is all about serving others and helping them reach their goals.
  - **The third way to earn is from cash awards.** These can be earned at every level based on sales performance which includes the opportunity to earn the Mercedes Benz Cash Award at the third level of management. As always, you can find more info at [earnings.arbonne.com](http://earnings.arbonne.com).

## WHAT IS TYPICAL?

**A typical Arbonne participant in the United States earned between \$120–\$502 in 2019 in earnings and commissions.**

During 2019, Arbonne paid in excess of \$301 million in Preferred Client commissions, overrides and awards (together "Earnings") to Independent Consultants globally and \$225 million in Earnings in the United States and its territories.

**AVERAGE ANNUAL EARNINGS OF ARBONNE INDEPENDENT CONSULTANTS WHO HAD EARNINGS IN 2019**

LEVEL	AVERAGE ANNUAL EARNINGS	TOP 50 AVERAGE	BOTTOM 50 AVERAGE	AVERAGE % AT LEVEL	AVERAGE TIME TO POSITION
<b>National Vice Presidents</b>	\$271,311	\$678,890	\$97,235	1%	58 Months
<b>Regional Vice Presidents</b>	\$72,434	\$155,364	\$26,638	2%	38 Months
<b>Area Managers</b>	\$17,848	\$60,744	\$2,465	6%	21 Months
<b>District Managers</b>	\$3,724	\$23,045	\$85	25%	8 Months
<b>Independent Consultants</b>	\$830	\$9,509	\$15	66%	n/a

The U.S. Independent Consultant Earnings Statement 2019 is available at [earnings.arbonne.com](http://earnings.arbonne.com) For further details about the Arbonne SuccessPlan, speak to your Arbonne Independent Consultant, visit [arbonne.com](http://arbonne.com), or call Customer Service at 1.800.ARBONNE. Remember, there are no guarantees on income, and the success or failure of each Arbonne Independent Consultant, like any business, depends on each Arbonne Independent Consultant's own skills and personal effort. You should not rely on the results of other Arbonne Independent Consultants to indicate what you should expect to earn.

## 2 WAYS TO GET STARTED

- **Join as a Preferred Client** - \$29 for one year
- 20%–40% product discount every time you shop
- Free shipping on all orders \$150 SRP or above (Orders below \$150 SRP are charged a flat-rate shipping fee)
- **Start Your Own Business as an Independent Consultant** - \$49 to get started
- Earn up to a 35% retail commission on your personal product sales to your clients
- Earn up to a 15% retail commission on Preferred Client (PC) sales
- There are NO mandatory minimum purchase requirements and NO inventory requirements
- *Go in to detail comparing this to a traditional owned business (stock products, storefront, employees)*

## CLOSING

- Paint vision of the positive benefits this could be in their life
- Ask some closing questions, ie: Where do you want to be in 3-5 years? Obviously we could never guarantee success but if you knew without a shadow of a doubt that you would be successful, would you say yes to this opportunity? If the answer is “yes” then ask what if anything is holding you back?