



"TIME" to DISCOVER ARBONNE Anti-Aging RE9 & FC5 Class Presentation Outline

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What to Bring:

- Wear a watch on both wrists (Make it fun! Colorful from \$ store!)
- Catalogs/Client Care Cards
- Calculator/Pens
- Before and After Pictures
- Hostess Packets – See *Hostess Packet Contents* under "Hostess Coaching" training module for contents
- Samples
- Scheduling Gift
- Game Items (coupons, Hershey Kisses, etc.)
- Why Bag
- Opportunity Gift Bags with "*What I Believe Cards*" for guests: See Closing Scripts Handouts in the Presentation Module for gift bag content ideas

Products:

- RE9/FC5** Presentation- You will need to bring the **RE9** Products (**RE9** Set, Body Set, Enzyme Peel, Wrinkle Filler and any other **RE9** products that you plan on talking about. To keep this presentation timely - we just talk about the **RE9** 6- Steps and the Lift, the Enzyme Peel and the RE9 Body Set.
- For the **FC5** - you will need to bring the entire set (normal/dry, combination/oily, hydrating eye crème and Exfoliating New Cell Scrub. You will want to include the Body Moisture, Ultra-Hydrating Hand Crème, Skin Conditioning Oil - these are great to pass around as testers. Display the Nourishing Daily Shampoo and Conditioner. Keep your display simple. Too many products will be overwhelming. The set-up should be clean, new looking, simple and inviting. You may want to add some the fresh fruits that are in the **FC5** and Oranges for the **RE9**.

Tip: 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!!

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 prior to start (Remember the purpose of this step is to establish rapport. Learn their name, how they know the hostess)
- III. **Introduction** (start on time) Brag on your hostess, she is the star! Thank everyone for attending. Be genuine and authentic, set the tone!
- IV. **Product Presentation**
 - **Introduce Arbonne** – company founded in 1980, 27 years old; products formulated in Switzerland manufactured in USA; 45 day money back guarantee.
 - **Arbonne Difference**

Tonight We Are Doing an Anti-Aging 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 and repairs 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!

NOTE: You'll use the *TIME* theme throughout your event. Start on *TIME*...share about how your career with Arbonne allows you take control of your *TIME*...

Let's start with Reversing the damage – with our **RE9** anti-aging line. There are 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** – is a well known natural skin brightening agent, to help lighten dark spots or age spots.
- **COPPER** – Helps diminish the appearance of fine lines and
- **VITAMIN C** helps to promote the production of collagen and elastin – leaving your skin to look visibly younger!

Collagen and Elastin

- Collagen and Elastin production slows down 65% between the ages of 20 and 80.
- Many people looking for the fountain of youth are injecting dead animal collagen their skin.
- Arbonne products help your skin to stimulate its own collagen and elastin production, which supports our philosophy of pure, safe and beneficial products.

Take a look at these before and after pictures.

The products are infused with antioxidant vitamins A C & E to help fight free radical damage that causes pre-mature aging.

The RE9 Line is a Recipe For Beautiful Skin

Let's take a closer look at why each step is an important part of your skin care regimen. These products were formulated to work together, so you will see the best results when you use all the products in the system. It is like baking a cake. If you left out the eggs or the sugar, you'll still have a cake, just not a very good one.

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 Cream** - 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 cream helps reduce the appearance of dark circles and puffiness. This is an amazing product!

Day Time Protects, Night Time Corrects

- Let's compare your skin cells to a grape. What happens if you put a perfect grape outside and expose it to the wind, the sun and the air? (pause if anyone answers). That grape will become a raisin. And when your skin is exposed to the elements, unprotected, your skin cells become damaged, which leaves 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 and visibly firms your 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 Cream** - 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. Arbonne's night cream is amazing because it nourishes your skin while protecting against water loss and encouraging cell recovery while you sleep!

Transforming Lift

This is a face lift in a bottle! It tightens your skin gives 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 – This is a \$45.50 value!

The Illuminating Enzyme Peel - A must have to complete your RE9 Set

An exotic cocktail of natural fruit enzymes like papaya and pineapple that gently exfoliates, but on a very deep level - revealing a more even, velvety complexion, smaller pores and noticeably smoother-looking skin. The reason I love this product is 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.

The last product that we are going to cover in the RE9 line is our **Anti-Aging Body Set**. This REactivating body serum is a pre-moisturizer it contains a special blend of botanicals and it 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 the arms in the before and after pictures. Smells wonderful and again - fragrance free – combination of the botanicals.

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 American 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. The **FC5** line is rich with antioxidants to nurture and protect your skin.

5 Fresh Cell 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 it promotes healthy cell growth.

FC5 has no artificial fragrance, 100% natural fragrance. Blind study at the Mall of America - 80% preferred the smell of the **FC5** product line to the other top selling product lines.

FC5 is formulated without:

- Parabens, Petrolatum, Mineral Oil, Paba, Propylene Glycol, Paraffin, Animal-
- Derived Ingredients - no need for artificial preservatives - with this technology the cells are protected the way nature intended them to be.
- 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.
- The philosophy around the **FC5** is the same! Fruits and Vegetables to nourish your skin.

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:**

FC5 Oily/Combination:

We have a Complexion perfecting set for those who have oily-combination skin.

- **Matte Fresh Complex:** A concentrated combination of botanicals including mallow, melissa, watercress and ivy. This soothing blend helps to calm and harmonize oily skin. This formula controls oil production, soothes and calms the skin while it protects and preserves.
- 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%.

FC5 Normal/Dry:

The normal/dry skin is the most delicate of all skin types.

- **Moisture Fresh Complex:** combination of botanicals, St. John's Wort, cucumber, birch leave and clover blossom. This line replenishes hydration, soothes sensitivity and gives your skin a supple look.
- Hydrating Cleanser + Freshener – moisture-enriched cleanser hydrates skin and leaves a fresh, cooling sensation.
- Nurturing Day Lotion with SPF 20 – is lightweight and non-greasy; leaves a cool, soothing feel to dry skin.
- Moisturizing Night Crème – night time is repair time; this refreshing crème absorbs quickly and helps to hydrate and restore your skins moisture. Nurtures your skin while you sleep.
- Value \$105.60 – when you buy the set it is \$96 – you save 10%.

FC5 - For All Skin Types

Your skin care regime is not complete without these two very important products.

1. **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.
 2. **Exfoliating New Cell Scrub:** This 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.
- **Pass around the Eye Crème and Exfoliating Mask -- If your guests try this, it can be removed with a wet tissue.**

FC5 Hair & Body

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 hand refreshed while keeping their youthful appearance – it smells amazing!
- 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! We have a wonderful hydrating body cleanser that is perfect for your entire family.
- Our nourishing shampoo and conditioner, with kiwi and carrot cells, will create a moisture rich shine. Your hair will look and feel fantastic! And, because it's so nourishing, it's perfect for color treated hair!

No matter which of these lines you choose - you are doing your skin the biggest favor!

- if you are looking to erase the hands of time and repair then the **RE9** line is for you.
- If you are looking to protect and preserve - then the **FC5** is the perfect choice

Some of the products are interchangeable - everyone can use the **RE9** anti-aging enzyme peel and everyone can use the **FC5** Exfoliating New Cell Scrub and everyone needs eye cream.

Again, it depends on what your goal is with your skin.

RECAP

"How do your arms and hands feel or 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, protect and 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 skin.

o 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 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 (next page)...

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 6/7 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 and I have a sheet with all of 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 and have fun!