

## **ERVP Stacy Woodford's Introduction**

*To listen to the introduction by phone:*

*Dial (402) 426-6969 Playback Code: 78355431#*

*Recorded by ENVP Sandra Tillinghast and ERVP Stacy Woodford*

Hello Everyone, I'm Stacy! Thanks for coming to our "Friends Night Out" Mexican Fiesta. What a theme night! Jan picked this Mexican night because she said how much you all needed a margarita. My mission tonight is that you have fun, eat, relax, chat, and get pampered! How did the hand massage feel? Awesome! I first want to thank Jan for hosting tonight...the music, the food, the drinks, candles. Isn't this wonderful? I know you all know Jan in a different way and I wanted to ask, could each of us share a word or phrase that describes her?

Okay, here's the game-plan for tonight: Jan is the special person for the night, and I wanted to ask for her help with our Auction game. She's going to be in charge of handing you all cash, every time you ask a question. Each time I ask you a question, or you ask me one (about the product or business), you will get \$50. At the end of the night, we're going to auction these items. I know you didn't realize you were going to have so much fun! Also, I have 2 commercials to share with you. I'm going to share one in a minute, and one at the end. Jan's going to make sure we've toasted before each commercial. I'll give her the cue! Once it's over, I'll share for a couple minutes. All I ask you each shove a piece of food in your mouth while I do my commercial, so it's quiet for a couple minutes! Sound good?

So, let's make our first toast to Jan! Here's to the hostess with the mostess! Cheers!

Okay, our first commercial, here we go! Everyone grab a piece of food! I thought I would start the night off by sharing why I'm here. I was introduced to Arbonne through a long-distance friend. She called one day to rave about these products. I knew they had to be great because she only used the best. She also shared that she decided to start a business. I thought she was crazy because I wasn't into those "things", and I didn't take care of my skin. At the time, I did not express interest because I was getting my master's degree, and never considered being my own boss. We got off the phone, and something happened, I couldn't stop thinking about it! The tax write offs, the money to pay down my debt, the immediate relief of the check book, and a way to make friends. That all did sound exciting. But, I was skeptical. Being a teacher, I had never sold a thing in my life! I also lived in a new town, had a pilot

husband who traveled far, and no family around. When I decided to take some time off teaching to be with my 1 and 3-year old, I had no idea the finances would get so tight!

What the heck, I decided to take a closer look at Arbonne, and I was blown away. I saw ordinary people like me, making money! What a surprise! There was no catch! I decided to jump in, and here we are 5 years later. What started out as a way to loosen the financial strap, has turned something that has given my family choices. I now have more friends that I ever could have imagined, am apart of making a difference, and feel less stress! Take a look at my share book tonight, it's on the table.

So, before we begin the pampering, I wanted to share the plans for tonight: we're going to learn something new, enjoy much needed conversation with friends, and experience the most amazing facial! I wanted to share the goodies that Jan is getting for having a friend's night out! For starters, she's getting \$100 in free products! Since she loves Arbonne, she is opening her own account to shop at a discount. She's also going to get 80% off of her purchases based on tonight's sales. Also, when two people book, she's getting this gift (hold up bonus product), and when 3 people book, she's getting this \$92 value Anti-aging Body Treatment Set (show before/after pictures). So, watch closely, because you are all going to be wishing your sister, or mom, or neighbor were here getting this facial too! I'm going to all be offering these same specials to you, when you book in the next 30 days. I'll even help you create your own theme party!

Here we go, let's open up our catalogs

Assignment 10:

Okay everyone, here's our last toast, and 2<sup>nd</sup> commercial! Let's toast to Jan! Everyone, grab a corn chip!

I'd like to share the 3 ways you can win with Arbonne: I hope you can find the fit that's right for you!

(share the 3 ways, then open recruiting bag).

1. Client – shop from my mall! I feel like tonight I've made some new friends, and I like to take care of my friends. I'll keep in touch, and let you know about specials, events, and new products. You will get your own client ID# to shop whenever you want and get these products shipped to your doorstep.

2. Preferred client – 20% discount! Most of you will want everything tonight and can't get it. When you fall in love with these products, you will definitely want to open this \$29 account so you can shop at the best price. Hosting, however, is a way to get the highest discount. I offer my hostesses \$100 in free products and 80% off of their purchases based on the sales that night. Share booking incentives...
3. Consultant- \$109 to start a part-time business. I brought this bag because I wanted to show you why I do Arbonne! First, I started my Arbonne business to help pay the bills, and what happened was, over time, the bills started coming in (show \$100 bill). For 1-2 nights each week of fun (I mean work), I was making at least \$100 each night! That does not include Arbonne's bonuses in our paycheck for management levels. Add that over a month's time, and it made a significant difference in our budget. The kids were even in bed for most of it (show picture)! My husband was so excited to see the tax write-offs! When my team sales reached a certain point, Arbonne gave me a company car (hold up white Mercedes). What an awesome perk! Arbonne has given me a way to make a great income and have a flexible schedule to be there for my kids. Really Arbonne has given my family choices!

I had no idea I'd make so many friends too (hold up picture)! One thing I love is that I had not been on a real vacation in my married life until Arbonne (show sunglasses). Each year we get a free vacation, and I'm working for Cancun now! What dreams do you have that Arbonne could help you reach? Could you use a few hundred extra bucks a month? Maybe there's something you've always wanted to do, but don't have the money or time for it. Or, maybe you may just want a way to get out of the house and have some guilt-free shopping money! Perhaps it's not you, but you know someone who wants one of these. If you are curious to know more, or think you have a friend who would be, I have some info you can take home. Please fill out this guest care card and indicate your interest! (Pass out). For anyone that needs to leave right away and has questions, I'd be happy to help! Okay, let's do our auction, and we can start shopping!