



## Detox Seasource Presentation



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- **GUESTS ARRIVE:** greet them; go to sink and YOU help them use (choose):
  - **Seasource Foaming Sea Salt Scrub** on back of one hand or forearm
  - This is the time for "discovery" ... *How do you know (host)?... What intrigued you to come tonight?... What do you do for a living?*
- **HOST** – Host offer drink / give them Client Profile & pen / seat the guest
  - Have one of the magazines featuring Arbonne on the table for guests:
    - *Success from Home* (6/2007) or *Empowering Women* (6/2008)
- **WELCOME GUESTS** – INTRODUCE YOURSELF
- **HOST** – ASK HOST TO SHARE SOMETHING ABOUT FAVORITE PRODUCTS AND/OR WHY THEY INVITED GUESTS – Give host small gift for having the presentation.
- **GOING TO LEARN** ...
  - A little about me... about our Company...
  - Arbonne's products – you'll actually get to experience them for yourself.
- **GUESTS** – Help me get to know you – go around the room and introduce yourself and how you know the host

- **YOUR “I” STORY [now or at end – your choice – create urgency]**
    - I’ve been with Arbonne... (name) introduced me to Arbonne ...
    - My background.... Arbonne is changing my life.....
    - If you can relate, watch me – this may be a fit for you. I’m looking for people to teach and train what I do.
  - **DISTRIBUTE CATALOG or SEASOURCE BROCHURE**
    - To help keep control of your presentation, in a fun manner, have guests promise not to flip through the catalog or get ahead of you. Ask them to promise to stay on the page with you.
  - **ABOUT ARBONNE**
    - Established 1980 – small company with 12 products. Have grown to a large health and wellness company – known for our skin care.
    - How many of you have heard of or tried our anti-aging NutriMinC RE9?
    - **[Booking Tip]** If you haven’t, one of you will want to schedule an anti-aging “faux-tox” party! Our clients cannot say enough about this product line and the incredible results they get!
    - Arbonne has the right products at the right time. I don’t know anyone that wants to look older than they are, do you? Unless they are 20! We have amazing products for them too.
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- **THE ARBONNE DIFFERENCE**
  - Before we experience the products, let me first tell you what’s so unique about Arbonne.
  - Tonight you will go home as an educated consumer when it comes to personal care.
  - **[Turn to Page 4]** Arbonne’s philosophy is pure, safe and beneficial.
    - Botanically-based
    - pH correct
    - Hypoallergenic
    - Dermatologist tested
    - Never tested on animals – test on people to look for benefits
    - NO Mineral oil – a by-product of petroleum
    - NO animal products | by-products
    - NO dyes or chemical fragrance

- **TONIGHT YOU'RE GOING TO EXPERIENCE INCREDIBLE DETOXING PRODUCTS – SEASOURCE DETOX SPA** [Turn to page 8]

- These products let you bring the spa into your own home.
  - They are featured first because they will enhance all of the other products in the catalog such as the skin care, cosmetics, nutritional products, etc.
  - We all experience external and internal toxins through the air we breathe, the water we drink, the things we touch, the food we eat – not to mention the stress we experience.
  - Do you get enough sleep, eat right, and exercise?
  - Do you drink coffee... do you eat refined carbs and sugar?
  - It's our way of life, but Arbonne can help you discover the benefits of purification and relaxation.
  - You may be surprised of the toxins we are in contact every day – pollutants, smoke, pesticides, fertilizer, plastics, petrochemicals, and even pool water. These affect all of us!
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- **WHAT IS A TOXIN?**

- A substance that can create an irritating or harmful effect on our body. It becomes toxic when our body cannot effectively eliminate this toxin and it causes a negative effect.
- When these Toxins build up, they overwhelm our body.
- Maybe you'll recognize some of the signs:
  - Poor digestion
  - Fatigue .... Stress
  - A weakened immune system
  - Skin breakouts
  - Stiffness
  - Weight gain
  - Premature aging
- Because of this, more and more people are turning to Detox spas for help. Have you picked up a magazine lately?

- **What Seasource Detox Spa™ Does:**

- Seasource lets your body cleanse and restore itself. It was created to help our bodies work at their optimal best.
- A complete line of cleansing and purifying spa products that support the organs of elimination, including:
  - Skin – Kidneys – Liver – Lungs & Digestive Tract
  - Supports the body's own ability to eliminate and remove toxins
- One of the leading programs offered in spas today is Detox!
- [Plant seed about business] "Arbonne is great about being on the cutting edge in this industry. If detoxing is a leading program that people want, I want to be part of it! If you've ever wanted to be at the right place, at the right time, you have arrived!"

### SEASOURCE – Let's go through the program...

- **[PG. 10]** Explain/demo dry brushing – 1<sup>st</sup> step to start elimination/drainage process. Don't wet the brush – use circular motions, start at feet and work your way up, always working towards your heart. Improves circulation. **[pass around]**
- **Massage oil (try back of hand)** – smell the aromatherapy –improves circulation and lymph system to drain waste – can even use on your hair, even under our hair mask
- **Foaming Sea Salt Scrub** – you experienced this when you arrived this evening – exfoliates, releases toxins and improves microcirculation

- **Detoxifying Rescue Wash** – toxins come out as we sweat – the soles of our feet, when we swim or workout. It even removes smoke. This can be used on your hair (remove swimming pool chlorine) face, and body. Traps heavy metals and washes them away. Can be used as bubble bath.
- **Sea Mud Face/Body Masque – (try on back of hand)** – this mask helps purify, detoxify and condition your skin. As it works, it will feel very warm. You can wrap yourself in a robe or even a shower curtain to let the heat work.
  - **TIP:** Layer the benefits by using the body masque and then stepping into the Sea Soak minerals.
  - **[While masque is drying, share a couple of your other favorite products]**
- **[PG. 13] Purifying Sea Soak** – feels amazing – relieves stress – sea minerals help purify and nurture your skin. You'll love the smell as you lay back and relax the day away. If you don't have time for a full soak, just soak your feet.
- **Fortifying Hair Mask** – great repairing mask – perfect for color/chemical treated hair – harsh environments or swimming in chlorinated water – removes heavy metals.
- **Re-Mineralizing Body Lotion (try)** – 24 Hours – replenish minerals and moisture
- **[PG. 14] Renewing Body Gelée – (apply on hand/arm; can blow on it to feel cooling affect)** great for sore muscles or stress in your neck and shoulders – loaded with antioxidant protection.

## INTERNAL 7-DAY BODY CLEANSE [pg 14]

- Average American consumes 150 lbs. of sugar a year – that's 52 teaspoons a day.
  - Organs that eliminate – skin, kidneys, liver, lungs and digestive tract – are overloaded & we need to help ourselves push the “reset” button. In our lifetime, our bodies will process 100 tons of food... that's 20 elephants!
  - The 7-day cleansing beverage contains detoxifying botanicals for an intense body treatment.
  - It is a way to support and Detox our organs internally.
  - Helps with gentle elimination and flush out excess fluids. Cleanses GI tract. Has herbs that support liver function.
  - Just add a bottle of supplement to 32oz of water and sip throughout the day with equal amounts of plain water, or even our Detox Tea. This process draws water to the intestines so your body can cleanse itself.
  - **Nutrition is important!** Do not miss your Daily Hybrid Supplements during this time.
  - Great product to put on our AutoShip program...
  - May experience elimination symptoms – loose stools, slight cramping, and feel tired. This is normal for detoxing and by the end, you will feel amazing!
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## RECAP – LOOK AT BACK OF HAND / COMPARE

- We want to Detox to purify our body
- Toxins are all around us and we overload our bodies
- By cleansing externally and internally, we help our bodies work at their best
- Seasource Detox Spa™ is the foundation. By getting our body & skin to function optimally, we will see better results from all of Arbonne's product lines.
- [Plant seed about hosting a presentation again]
- **[Go to page 15] – show them the Seasource Set**
- [Complete any games you've chosen to do.]
- **[Go to page 82]... continue on next card to close with 3 Ways to Win**

## CLOSING AND SPECIALS

- Thank guests for coming – thank host again ....Now's the fun part for you to see how you can experience Arbonne with great savings tonight.
- **First, as a CLIENT, we have some great ordering specials** tonight – you get to get in on them! These specials are available only through (host's) event. When your order is **\$150**, you get the RE9 anti-aging body set for only \$25! It's a \$92 value! When you place a **\$250** order tonight, you still get the fabulous body set, plus select another \$100 in products of your choice for only \$20!
- When you look through the catalog, you're going to see all of these great products for you and your family, and you're going to want it all. But, your budget may not allow you to have it all tonight. So, once you become a client, there's an incredible opportunity for you to earn products at an 80% discount, and this is how it works.
- **HOST** a presentation, for every \$250 of sales generated at your event, you receive \$100 of products of your choice for only \$20! Average sales at a presentation are \$750, so when you achieve that, you will receive \$300 of products of your choice for only \$60.
- **Optional:** "When (host) gets two bookings this evening, she'll get the (product of consultant's choice) for free. You can get the same thing when you Host."
- "(Host) is also able to get the anti-aging body system for only \$25 tonight – it's a \$92 value! PLUS, he/she has the opportunity to become a Consultant and enjoy the same discounts, specials and benefits just like I do..."
- Lastly, you can do what I do – become a **Consultant** - build an Arbonne business. You could even drive the company car – a Mercedes-Benz! If you'd like to learn more about an additional stream of income, saving \$ on your products and getting paid for having fun, let's talk and I'll give you some additional information to take home tonight

## WRAP UP

- **Thank guests** one last time
- **Ask** if anyone needs to go first (get home to babysitter, etc.)

### Meet with each Guest individually:

- Recommend the RE9 skin care system, work with their budget; offer specials and assist with their order.
- Ask each guest to host a presentation if they didn't schedule already during the presentation: *"(Name), how would you like to get a few friends together to experience Arbonne so you can earn additional gifts and products at a great discount?"*
- Remember to ask for referrals
- If interested in business opportunity, give additional information.

**FAQ:** What if someone at the presentation says: "Do I have to schedule a presentation to sign up? What if I just want to sign up tonight?"

**A:** "Jan, it's just a courtesy for Mary's class tonight....I know you would want to make sure she receives host gifts. So, it's my personal request, that since you are asking me to give up my commission, to ask for referrals or a booking. Have you given some thought to possibly build a business with Arbonne?"

**CONCEPT:** When you create value to having their own account by asking for a booking or referrals, they will respect it as well! It's a WIN/WIN for everyone! You are creating clear boundaries for those that want to be clients, hosts, wholesale consultants, and business builders. It gives the host time to think about engaging more deeply in the Arbonne

## WRAPPING UP WITH YOUR HOST

- Sit down with and review the results of the presentation with your host.
  - *“(Host), thanks for a great evening – I had a great time. I’m so excited – your friends love Arbonne and received some great specials! Now it’s time to show you what you earned. We had over \$750 in sales tonight which means you receive \$300 in products for only \$60! I’m so pleased two of your friends booked a presentation. (Host), have you given any thought to building an Arbonne business? I think you’d be great. I made about \$265 tonight just in “right now money” – that doesn’t include my other commissions. You would already have two presentations to launch your business. Does that sound like something you would like to explore?”*
  - *“(Host), who are just two people that couldn’t make it tonight that you really wish could have been here? I would be happy to meet with them individually so they can experience Arbonne’s products and give you credit for their orders.”*
- **Proceed** with the Host’s Consultant Application and Order.
  - If the Host **is interested** in the business, and wants to be part of the presentations that were booked, you will help launch their business with these bookings.
  - If the Host **is not interested** in the business or presentations, you’ll do the presentations booked yourself. Explain the benefits of saving 35% as a Consultant.
  - Sales from this event go under YOUR ID# so that you receive all your commission. Do not give your 35% commission away to your host. Your host can make 35% at his/her own business launch presentations when they decide to do the business.

### Seasource Detox Spa™ Presentation



**Overview:** This is a Detox/health presentation focusing on the benefits of Arbonne’s products, the opportunity, making right now money, booking more presentations, and looking for business builders.

**Printing:** Print, cut in half on the indicated line; laminate and/or bind if you desire.

**Products Checklist:** The following are some standards and favorites. Feel free to substitute.

- Seasource Detox Spa line (demo)
- NutriMinC RE9 skin care system to display
- Virtual Illusion Makeup Primer
- Dual Volume Mascara
- OR... 2 other favorite products of your choice

#### Supplies Checklist:

- Arbonne Product Catalogs – Pens - Calculator
- Host Literature (brochure, guest list) and Business Opportunity Literature
- Small gift for your Host for having the presentation & for Guest if do optional game (card 11)
- Option: Gift of your choice for host to receive with two bookings

#### Arbonne E-Vite Program

- Using the e-vite program allows your host **and** clients to receive \$100 for \$20 w/\$250 purchase.