

Sandals & Sangria Summer Fun Foot Spa Party

By ENVP Janet Elliott

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NOTE: If you are doing a Sandals & “Sangria” party, here is a great recipe to share with your hostess:

1 Part Spanish Brandy
4 parts red wine I used Lambrisco
4 parts lemonade
1 part orange juice
orange slices, lemon slices ,apple slices, grapes

Mix all and chill for a couple hours before serving

INTRO – paste on front of Catalog

- 1) Welcome Guests & Thank Hostess. Present her with her Hosting Gift. Have her share a product testimonial and why she wanted to be an Arbonne Hostess. Ask if anyone else has used Arbonne and has a favorite product they want to share.
- 2) Tell your WHY Story.
- 3) Share what you are going to be doing tonight-
 - a. Provide guests w/ a Fun, Relaxed, Pampering Experience
 - b. Educate them as Consumers
 - c. Oppty. to sample many products and ask questions
 - d. And will have an opportunity to learn more about the business to see if it is a fit for someone they know. Now is an **INCREDIBLE TIME** to be involved with Arbonne and I am looking to teach and train others who are looking for ways to make supplemental income – or possibly even earn a white Mercedes Benz – paid for by Arbonne!!
- 4) Hand out index cards – take a vote on sandals. Write down name of person a. Most original b. Cutest c. Sexiest (will tally votes later)
- 5) Pass out the CATALOGS and Hostess Rewards and Pick a party sheet. Suggestion: Laminate Hostess rewards document and pick a party document back to back for a reusable tool.
- 6) Turn to Pg. 4 - Arbonne Difference!

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The Arbonne Difference:

- ❑ 28 year old company
- ❑ Formulated in Switzerland, Made in the USA
- ❑ Currently distributed through a network of Indep. Consultants in the US, Canada, Australia, and the UK
- ❑ Our formulations are proprietary to Arbonne – you will not find us sold in stores, on HSN, or packaged under ANY other label.
- ❑ Patent-pending technologies
- ❑ Certified Vegan

ENGAGE CROWD: How many of you go to the store and read your food labels? (Raise your hand) ie. # carbs, how much fat, # calories

We as Americans have been extremely educated about the food we eat. Haven't we been trained to watch our carbs, sodium, trans fats, hydrogenated oils, sugar, sodium, preservatives etc? Any of you shop at Whole Foods or Traders Joes? Do you like to buy organic when possible?

How many of you go to the department store and read the label on your lipstick, cleanser or moisturizer?

Isn't it funny how we pay so much attention to what we ingest, but we don't pay that same careful attention to what we put on our skin. Actually, what we put on our skin gets absorbed and enters our bloodstream and touches every vital organ just as though we had ingested it.

For example, go home tonight, take a clove of garlic and put it between your toes. In less than 30 minutes, you will taste it in your mouth. That is how fast it works!

Don't believe it? Okay... Do you know how you use a Nicotine patch? Stick it on your skin right? Then the person gets the nicotine dose without puffing the cigarette on his/her lip! What else? Hormone patch... If you have nausea problem after a surgery, you will get a anti-nausea patch before you leave the hospital. Those medications go directly to your bloodstream bypassing your kidney.

AMAZING HAH! WHY?

- ❑ Our skin is our largest functioning organ that works with our kidneys and liver to DETOXIFY our bodies.
- ❑ How much do you really know about what you should or shouldn't be putting on your skin? I'm here to tell you that we need to be paying the same kind of attention to our personal care products and here is WHY:
- ❑ Go over the Arbonne Difference and incorporate WHY we are made up of these 8 key philosophies:

Botanically Based- our products are 99% herbs & botanicals, vs. botanicals being added to a synthetic or petroleum base.

pH correct – our skin is actually slightly acidic, so even rinsing with water can destroy the pH balance. Arbonne's products help protect that balance to ensure your skin is absorbing the ingredients.

Hypoallergenic-to be labeled "hypoallergenic", 3 out of 10 people in test groups may have experienced a reaction. At Arbonne, our standards are 0 out of 10.

Dermatologist tested – we have outside, independent dermatologists in our labs in Switzerland overseeing our product testing.

Never tested on animals – we only do voluntary human testing.

Formulated without animal products or by-products – no lanolin (sheep sweat), collagen (from cow's hooves/chicken feet) – and can't be absorbed by your skin or tallow. Does anyone know what a rendering plant is? It is where diseased farm animals, euthanized pets and road kill are boiled down for their fat, which is used in products such as lipstick, facial creams, soap, and candles. This is why some cosmetic products have an odor, they have been masked with fragrance to cover up the smells of the animal by products being used.

Formulated without mineral oil –

Does anyone know where mineral oil comes from? (wait for response)

It is the #1 American Skin care ingredient because it is a cheap filler.

How many of you have Valvoline in your garage? Would you ever go get it and smear it on as your night cream? Valvoline is actually crude oil.

Mineral oil is derived from crude oil – the same source as diesel, gasoline, petroleum, vaseline, etc. It is occlusive to the skin – in other words, it forms a film/barrier on the skin's surface and does not allow the secretion of toxins, leading to break outs. Your skin is the largest organ on your body and it needs to breath and it needs to be hydrated with water. If your cells aren't hydrated, it slows down your cell turnover and you see signs of aging. That is why Arbonne uses pure botanical plant oils, so that they absorb into your skin. Plants are living and so are we so our skin knows what to do with these oils.

Formulated without chemical dyes or fragrances – people who think they have sensitive skin are often just reacting to harsh fragrances in the products. Also the catch-all term "fragrance" may contain phthalates, which have been banned in the European Union due to studies linking it to liver, kidney, lung and reproductive system damage.

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Product Overview:

Talk briefly about our MANY different product lines (over 400 individual products), but for the sake of time we are only going to be focusing on our feet. There are many other “Types of Classes”, so if someone is interested in hosting one of these others, we will talk about that later. **Hold up “PICK A PARTY” flyer in your frame.**

Let’s start the party:

1. Prepare Foot Soak

Have guests lay out towels with buckets on top at edge of towel (so remainder of towel is available to wipe wet feet).

2. Foot Soaks using DETOX SEA SOAK:

As they fill buckets, sprinkle in detox sea soak into each tub (optional: Use unwind bath salts or herbal vapor soak).

Place small marbles on bottom of each tub so guests can rub and massage feet with (can buy 1 lb bags at Dollar Store)

As feet soak, cover these fun facts:

- Our feet contain 52 bones (26 per foot) which accounts for one quarter of all the bones in our body. When these bones are out of alignment, so is the rest of our body.
- Each foot is able to absorb pressures of more than one ton per square inch. Bones and ligaments of the feet spread this force and send it efficiently through the leg bones.
- 3 out of 4 Americans experience serious foot problems in their lifetime
- It's neglect and a lack of awareness of proper care - including ill fitting shoes - that bring on problems.

- Women have about four times as many foot problems as men. High heels are partly to blame. Experts say the best time to buy shoes is in the afternoon or after a long walk, when feet are largest.
- Your feet mirror your general health. Conditions such as arthritis, diabetes, nerve and circulatory disorders can show their initial symptoms in the feet - so foot ailments can be your first sign of more serious medical problems.
- Arthritis is the number one cause of disability in America. Approximately 56,000 people a year lose their foot or leg to diabetes.
- Walking barefoot can cause plantar warts. The virus enters through a cut.
- The two feet may be different sizes. Buy shoes for the larger one.
- About 5% of Americans have toenail problems in a given year.
- Walking is the best exercise for your feet. It also contributes to your general health by improving circulation, contributing to weight control, and promoting all-around well being.
- The average person takes 8,000 to 10,000 steps a day, which adds up to about 115,000 miles over a lifetime. That's enough to go around the circumference of the earth four times.
- There are currently more websites on the Internet having to do with foot fetishes than with foot health.

So why are we soaking right now?

- There are 250,000 sweat glands in a pair of feet. Sweat glands in the feet excrete as much as a half-pint of moisture a day.
- 2 places you sweat most: underarms and feet. Toxins come out through our sweat.

Toxins are not washed away by just using soap and water - just like dirt isn't washed away by just water.

We all have the oil changed in our car right? Well, if your diet includes **packaged foods, hydrogenated fats and oils, or white flour or sugar it might be a good time for a *good cleansing!*** Or how about this...are any of you exposed to any of the following:

Second-hand smoke – Fertilizers or Pesticides – Dust, Mold or Mildew – Animal dander – Smog – Dry Cleaned Clothes – Pool Water – or how about this one...Rain???

ALL of these things contain TOXINS and when TOXINS build up, they overwhelm our bodies and can contribute to: Weight gain, fatigue, stress, skin breakouts, premature aging, stiffness, and a weakened immune system

Because of this, more people are turning to detox spas for help (We have an Entire Detox Spa party if anyone is interested).

3. Pass around Awaken Sea Salt Scrub – Have guests scrub tops and bottoms of feet. Explain purpose of scrub: increases circulation, exfoliates dead surface cells, reveals a brighter healthier skin, and it invokes your senses (with Acocado and sweet almond oils).

Note to guests: Sea Salt Scrub is Hostess gift with 5 attendees

4. Pass out pedicure sets (Optional) – so they can clip nails, file toes, file feet.

While this is going on: explain Arbonne's Purchase with Purchase for the month or whatever special you're offering.

5. Pass around mens shave gel and disposable razors for guests to try. Explain product – great gift for men if holiday

6. Using Sea Mud mask...apply to legs, cover with bags and let dry. Explain purpose and uses of mask. Optional: Hand out gallon size plastic bags and have them put one foot in each bag to contain mess.

7. While drying, introduce other products: Use whatever products are your favorite. I suggest you pick something from each type of "party" category that we have so that you can plug different parties to choose from. Ie. I use the following:

FYI: Body Butter – pass for them to try. I also bring the fragrance sprays and 1 of the sugar slush.

Prolief

Sun care (ie. self tanner)
Rejuvenating Cream – great for sunburns
Herbal vapor rub – great for colds
Go Fizz Tabs – great for energy

8. Play – how well do you know the hostess game?

To play game:

Use other side of index card. Have guests number 1-10. Ask the following questions:

1. What is “hostess” favorite color?
2. If she could have any vehicle what would it be?
3. How many kids does she have?
4. What is her favorite hobby?
5. Who is her favorite actor?
6. What is her favorite TV Show?
7. What perfume does she wear?
8. What is her favorite movie?
9. What is her favorite animal?
10. What Arbonne Product is she currently wanting the most?

(Optional: Make whatever item the hostess chooses for #10, her booking reward for the evening. Ie. “If ‘hostess’ gets 2 bookings tonight she gets the RE9 eye cream for only \$25...with 3 bookings, she gets it for FREE”)

When all questions are complete, go through again and have hostess reveal the answer. Guests earn 1 point for each answer that is correct. Guest with most points earns prize.

9. **Remove bags and rinse feet.** Have guests dry feet.

10. **Pass the Skin Conditioning Oil (or the Detox 5-1 oil)** and have guests apply oil to cuticles and heels – removes toxins, soothes skin, delivers nourishing minerals

11. Pass the Herbal Foot Cream – instruct guests to massage their feet:

Massaging the feet can be fun, relaxing and a romantic luxury. "The feet contain many muscles, and just like any other muscles in the body, they can

get tired and stressed. The **feet** bear the full weight of the body for much of the day, but they probably get the least amount of attention in terms of relaxation and massage."

"To begin the massage, use your thumb to make circular motions, moving from the heel all the way up to the ball of the foot. Using a massage oil is helpful and scented oils can be romantic," she recommends. Most of the foot's soft tissue can be felt and massaged along the bottom of the foot. You can rub the top of the foot also, but use less pressure because there isn't as much soft tissue.

After massaging with the thumb, use your knuckles to press along the same path. When you reach the toes, manipulate each one with the thumb and forefinger, pulling gently.

You can also rub the ankle area with circular movements to ease tension in the tendons in front of and behind the ankle to complete the massage.

A foot massage can revitalize the entire body.

11. **Apply Renewing Body Gelee** – DO NOT skip or substitute this product. It will be your biggest seller!!! Explain purpose: cooling gel that nourishes, hydrates and moisturizes while it help restore skin's surface ionic balance (sea kelp, algae, shea butter and botanical extracts: green tea, vit. E, ivy leaf, etc).
12. **Pass Water Retention cream** for guests to try on ankles or fingers– for those that have a lot of foot swelling, etc.

Answer any guest questions.

CLOSE and 3 Ways to Win! (Tape on the back of your catalog)

Do your feet feel better?

I have a special package of several of the items you experienced tonight.

Hold up Sandal Ready Feet Flier:

There are 3 ways for you to WIN with me tonight!

1 – Become an Arbonne Client. You can get all these amazing products for the low price of \$155.00 As a client, you'll also receive excellent customer service, easy ordering, and products delivered to your doorstep. What I love most about Arbonne, is that everything we have comes with a full 45 day money back guarantee. I encourage you to consider this set, and if your feet don't feel better than you've ever felt a month and a half from now, I will gladly refund your money. You have nothing to lose! As my client, I will also make you aware of all new product announcements, specials, etc. I give you FIRST CLASS customer service. I bet you don't get that at the mall!

2 – Hostess - Book a party with me tonight, and I will give you 20% off your entire order. This entire set could be yours for only \$124!!!! I am very generous with my hostesses.

Reference Hostess Rewards Sheet and Pick a Party Sheet.

We have an amazing hostess rewards plan. Plus, I give all my hostesses the opportunity to sign up and become a consultant so they can enjoy the same discount I do for an entire year!

For those of you who have already hosted a party with me and signed up as a consultant, this entire set is yours for only \$101!!!

Also, if "hostess" gets two bookings tonight, she gets the SeaSource Detox Spa Soak set for only \$35! This is regularly \$115. This is in addition to all the other wonderful hostess benefits we have. (show what that set is....24h body lotion, sea soak and the pillow bag). AND she can get the Nutrimin C Body set for only \$25 (this is normally \$93).

Optional : Insert her favorite product from hostess game.

3. Business Builder - Finally, if what I do looks fun and inviting, and you (or someone you know) could use some extra money each month, I would love to give you some information to take home and review in the privacy of your own home. I'd certainly love to have you on my team!

Play your booking games

Ask guests to reveal votes for sandals and give prizes for "cutest", "most original" and "sexiest"

Close your party.

HAVE FUN!!!