

# Product Experience Script

## Slide 1: Arbonne Product Experience

Thank you for joining us tonight to experience Arbonne's RE9 anti-ageing products. A huge thank you to \_\_\_\_\_ for hosting tonight's event. Before we get started trying the products let me tell you a little bit about Arbonne.

## Slide 2: My Arbonne Story

I was introduced to Arbonne ..... (share your personal 60 second Arbonne story. Ask the new consultant to also share their Arbonne story)

## Slide 3: The Arbonne Story

Arbonne is not a new start up company. It has been around for 36 years now, beginning in America. We are now operating in 6 countries with New Zealand our most recent launch and Taiwan also this year.

## Slide 4: The Arbonne Advantage

Perhaps what I love most about Arbonne products is what is not in them. We have Vegan Certified products that are free from harmful chemicals such as parabens and carcinogens.

## Slide 5: What is important to you

This is the fun bit where you get to try all the products! Would you like to come though to the bathroom 2 at a time so we can cleanse and tone to prep the skin for the moisturisers we will apply back at the table. (Alternatively you can set the table up with bowls with water and disposable wipes and do this step at a table together).

This is not an order form but instead a wish list of products you are enjoying throughout the experience as well as a way for us to gather information about your skin and your priorities when choosing skincare products. (As guests are going to the bathroom in pairs the remaining guests can fill in their customer care form as they wait.)

## Slide 6: In the bathroom

The **smoothing facial cleanser** will remove your make-up and all the grime of the day. Even if you are not wearing make-up it is really important to cleanse morning and night as it removes dead skin.

After washing off the cleanser with water you may notice you skin feels a little tight. This is because the water has put the PH level of our skin out of balance. The PH level of skin is 5.5 and the PH level of water can be anything between 6 and 8.5. With just one spray of our **toner** we can balance this.

## Slide 7: Serum

You will love how well this product absorbs into the skin. It has the highest levels of anti-oxidants, botanicals and peptides that help restore your skin and prevent it from future signs of ageing.

### **Slide 8: Products That Work**

Our products are able to penetrate to a level that ensures the ingredients are targeting the cells that need it.

### **Slide 9: Clinical results**

Arbonne's RE9 range has been independently tested so you know that you are getting clinically tested products that deliver results. During clinical testing our products came back with 100% of participants seeing an improvement in skin elasticity in just 4 weeks.

### **Slide 10: Eye Cream**

The **corrective eye cream** is recommended for reducing the appearance of dark circles and puffiness. For the more mature clients that are concerned about fine lines around the eyes, the **lifting and firming eye cream** is recommended.

### **Slide 11: Genius Ultra**

Using ultra sonic waves, the Genius Device maximises the performance of your serum and eye cream providing faster results.

### **Slide 12: Day Cream**

It is important to protect our skin from the harmful damage of the sun. These day creams provide sun factor spf15 protection. There is also an option for a sunscreen free moisturizer if you prefer. The **contouring and lifting day cream** is recommended for the more mature clients that are concerned about skin firmness and fine lines.

### **Slide 13: Night Cream**

This richly nourishing and hydrating formulation will repair your skin while you sleep.

### **Slide 14: Genius**

A fantastic product to reduce the appearance of sun spots, pigmentation and open pores.

### **Slide 15: New Preferred Client Free Gift List**

As a new Preferred Client with a qualifying order, you are able to choose any of these free gifts. (Highlight your favourite product as a suggestion i.e. Instant Lift Gel or Primer)

### **Slide 16: Primer**

This is our best selling product. Primer fills in any fine lines or open pores to create the perfect base for your foundation. It also hydrates and nourishes your skin as you wear it, helping your make-up to look flawless all day long.

### **Slide 17: CC Cream and Perfecting Liquid Foundation**

The choice is personal preference. CC Cream has a lighter coverage, a more dewy finish and is free of SPF 15. The Perfecting Liquid Foundation gives moderate to full coverage with SPF 15.

### **Slide 18: Simply Save**

These are our best value packs. By becoming a preferred Client (state joining fee) you are entitled to purchase these 40% off packs (pass them around). Alternatively you can pay the recommended retail prices you can see in the catalogues or receive 20% discount on individual products with your Preferred Client membership.

### **Slide 19: Thank you**

Thank you so much for coming and supporting \_\_\_\_\_, product experience. If you think you would like to host an event like this or join \_\_\_\_\_ team, please let us know.