

# Healthy Living Presentation Notes with Arbonne Overview

## Healthy Living w/Arbonne

Thank you for taking the time to meet with me. I realize that time is your most valuable resource, and I promise you will be glad you took the time to learn more about Arbonne because I believe what we talk about today can literally change your quality of life and potentially improve the quality of your friends and family's lives as well.

**(One-on-one)-** Before we get started, I would like to find out what you already know about Arbonne? **(Regardless of their answer, say, "GREAT! I think you are going to find out a lot more about Arbonne today. I want to start by telling you about our team mission))**

Before we get started, I want to take a minute and share with you our team mission:

## The Arbonne Mission

Our mission is to . . .

- EDUCATE you about hidden toxins and prevention
- EMPOWER you with more options for your health and appearance
- GIVE you a fresh start with our products and business

Chinese Proverb- "When you learn something of value you have an obligation to share it with others."

**\*\* Tell My Story – Share how your personal philosophy fits into this mission and why you got involved in Arbonne. *Why are you passionate about Healthy Living and involved in Arbonne? Use the 8 points to BRIEFLY tell your story.***

1. Name
2. A little bit about YOU
3. How you were introduced to Arbonne
4. What you thought
5. What got you thinking about the business
6. Your hesitations and fears
7. What your turning point was
8. Glimpse into the future (success you have seen and where you are going)

***Here are some additional ideas to incorporate.***

- I am passionate about helping people live the lives they were created for and you can't do that if you are in poor health.
- Because women make 85% of the consumer choices in America, I believe that by educating women, we can change societal trends
- I see Arbonne as a vehicle that can improve our quality of life so I spend my time teaching and training women to take control of their health and make better decisions for themselves and their loved ones

**Would you say that health is one of the most important things to you?**

**Do you believe by taking care of yourself you might live longer & have a better quality of life?**

We all believe the quality and longevity of our lives matter!!!

**(OPTIONAL: If you are in a GROUP, introduce the question and answer game.)**

*Guests receive 1 chocolate/tickets each time they answer an Arbonne question, two chocolates/tickets when they ask an Arbonne question, three chocolates/tickets if they ask a question I don't know the answer to. 😊 The guest w/ the most at the end gets a prize! (e.g. Can be a mini hand cream in a small cellophane bag tied w/ ribbon. Make it look like a gift)*

We are going to play a little game as we go called the **Question and Answer Game**. For each question you answer, you will receive one ticket and for each question you ask, you will receive two tickets and 3 tickets if you ask a question I don't know the answer to. At the end of our presentation, we will draw to see who gets a prize.

### **Goals for today...** 3 Big Fat Benefits

1. My #1 outcome would be to wake people up- I want everyone here today to really get a sense of where our health is and be inspired to do something to improve it.
2. My second goal is to help you make some small shifts that can immediately improve your health and your family's health. If you hear something today, leave and make even 1 change, I'll feel our time together was a success.
3. My third goal is that you get so much value out of our time together, you would want to share this with others, tell your friends by hosting one of these in your home. And . . . for those of you who want to take this a step further, we've got a plan and some phenomenal products that can assist you over the next 30 days in detoxifying your liver so you can look and feel great. Many times people start this plan as a group so they can have encouragement and accountability. And at the end, I will be showing you how you can start this program and receive Arbonne's products at 20-50% off.

### **What's in your Body?**

Toxins cause disease. Which is why the following statistics are so alarming.

- About 60% of what you put on your skin absorbs into your system because our skin is our bodies largest organ. What we absorb is in every organ in our body in a matter of seconds! This is an alarming statistic because:
- Studies have shown that with lotions and cosmetics, the average woman applies around 500 chemicals per day and they all get into our bodies
- And it doesn't just affect us; the next generation is paying the price. A study at Mt. Sinai hospital showed that all newborns tested had about 200 industrial chemicals in their umbilical cords. And all of this translates to our families....now that we have children, what are we putting on them?

### **The Arbonne Difference**

Arbonne wants to be a part of the solution! We have a 30 year legacy of providing products that are:

- **Pure, Safe, and Beneficial.** We have been committed to health for over 3 decades! We believe that you and your family don't have to be one of these statistics. We are the only company in the world that supports health from the outside in and the inside out.
- All of our products have a **plant base**. It is important to understand the difference between "has lavender or aloe Vera" and "has a botanical base." Many companies have a base that isn't pure or safe and they add an ingredient at the end that sounds natural. I'll talk more about that in a minute.
- All of our products are **vegan certified**.

- We **love the earth** and have a huge commitment to partnering with you to preserve our natural resources. 90% of our packaging is recyclable. Even the ink on most of our packaging is earth friendly.
- **What comes to mind when you think of Swiss products?** Quality. (Europe's standards are so much higher than ours for their skin care and cosmetics and Switzerland is a mecca for skin care which is a big reason you will experience results with our products.

### **The Arbonne Difference- Formulated Without**

We talked about Arbonne's high standards, so now let's talk about what you won't find in a single Arbonne product . . .

- **Mineral Oil- Do you know where mineral comes from?** Petroleum. **Have you ever seen what an oil spill does to wildlife?** (Pause for answer) and many people are doing that same thing to their skin every day!- Unless a product says it's mineral oil free- your product probably has it and it's like you are wrapping your skin in saran wrap. Petroleum is used to make gasoline or plastics...is that really something you want to put on your skin?
- **Animal By-Products- Have you ever heard of a rendering plant?** It is a manufacturing site that processes the fat of dead and diseased and euthanized animals, even road kill- and what do they use it for? Cosmetics and personal care products- lipstick is full of it.
- **Harmful Preservatives-** like Formaldehyde...**What is Formaldehyde used for?** I still remember that smell from biology class - companies put these kind of preservatives in their products so they can have a shelf life of 15 years or more...I don't know about you but I'm not ready to be embalmed!
- **Chemical Dye's and Fragrances-** Arbonne doesn't think it's necessary to have yellow or pink dye going into your body and our wonderful skin and personal care fragrances are natural. When you smell citrus it is from oranges.
- **Hormone Altering Ingredients-** Many products you may be using have chemicals that mimic hormones and can negatively affect your health.

### **Over 200 Beneficial Products**

We have over 200 beneficial products for all ages.....we can help everyone from the cradle to the casket! I love all of these products!

**(Share quick examples of benefits of one or two product lines, i.e. "I got into this business because of what the baby line did for my child's skin")**

And . . . if you'd like to feel good about the products you are putting on your skin, one simple thing you can do is switch to Arbonne.

It is so convenient to be able to trust one company for all of your family's needs.

### **Arbonne Swiss Skin Care- RE9 Advanced Anti-Aging**

Our premier skin care line is our RE9 Advanced. It's clinically proven to give visible results in 24 hours. Arbonne's Anti-Aging line will help you look younger and feel fabulous overnight! If you like, I can get you more information about this product line and at the end of our presentation I will also show you how you can get it for free! However, today we are going to be focusing on our healthy living products

Our entire country is in a health crisis.

## We're in a Health Crisis

### **Do you know what the #1 killer of both men and women?**

- The #1 killer of men and women in the U.S. is heart disease and heart disease is mostly preventable based on diet and exercise
- 2 out of 3 U.S. adults are overweight or obese.
- U.S. adults consume approx. 2-3 lbs. of sugar each week!

*In the book "Suicide by Sugar" by Nancy Appleton she lists 146 Reasons why Sugar is Ruining Your Health. We could spend our whole time just talking about sugar but here are just a few reasons:*

*Sugar can suppress the immune system, cause premature aging, arthritis and heart disease and feeds cancer!*

- 1 in 2 men will likely get cancer in their lifetime . . . nearly 1 in 3 women!

Today we talk about cancer the same way we talk about the common cold- way too many people are getting it! I'm sure we all know someone who has been affected by cancer.

## What About You?

### **Let's talk about you . . .**

Go ahead and take a look at these symptoms that way too many of us are having to deal with. .

**What can you identify with??**

**What do you think is the main culprit?**

## Toxins Are Everywhere...

**It's all because of Toxins! All of these symptoms can directly be linked to toxins.** A toxin is anything that our bodies cannot use as fuel that begins to build up and damage our organs and cells. Some ways that we come in contact with toxins are through our:

- **Lungs**- The air we breathe
- **Skin**- The products we use because the FDA does not closely regulate the cosmetic and personal care industry. And we talked earlier about the number of chemicals the average woman puts on her body each day.
- **Mouth**- The food we eat.

*Some are unavoidable, but most are by choice!*

## Problem #1- Low Energy

### **Do you ever feel like this?**

Unfortunately, so do most people. **Tell personal story, "here's how I used to be . . . I woke up tired and had to have coffee to function, needed a nap after lunch and . . .**

There are some big prices we are paying for our lack of energy and we tend to just get used to it- it's not OK. So many of us are unmotivated, unproductive, irritable, and foggy in our thinking way too much of the time.

**What do most of us do to boost our energy?** (coffee, energy drinks, snack, sugar) We rely on artificial energy to prop us up.

We are going to share how our 30 Plan helps you have more energy but there are also some very simple steps you can take today:

- **Get More Rest because most of us are sleep deprived**
- **Drink more water** - Dehydration causes tiredness. We should be drinking ½ our body weight in oz.

## **Problem #2- Bad Eating Habits**

The second problem most people can identify with is Bad Eating Habits or poor nutrition... Let's remember that food is either fuel or poison.

**In this picture it is obviously NOT fuel.**

Poor Eating causes:

- **Unwanted Cravings**
- **Digestion Problems**
- **Disease...**many people don't realize that our body has a pH and a body that is too acidic is a breeding ground for inflammation and disease. **Think about a pool that is not the proper pH...what grows on the top?** (Algae) Your body is the same when it is too acidic it cannot heal itself...Our 30 day program helps bring your body back to an alkaline state where it is better equipped to fight off disease and repair itself.

Our 30 day plan gives many recipes and ideas for improving your overall nutrition and starting some new eating habits.

## **Problem #3- Excess Weight**

It doesn't matter if it's an extra 5 pounds or an extra 50 pounds, one of the top health frustrations people tell us they're experiencing is that stubborn excess weight . . . and for women, it's usually around the middle.

**Quick personal story or story of someone you know "I realized if I didn't do something about it, in 6 months nothing was going to change- in fact, it might get worse." Or "I had a friend who x, y, z"**

And if any of you are struggling with your weight . . . how has it affected you? Has it affected how you feel about yourself? Your confidence? How about your energy level or just physical comfort?

Research shows that when people are carrying excess weight, they are more likely to develop heart disease and cancer.

Imagine what the price is if we don't change this- what kind of role models will we be for our kids

**Some steps you can take today are:**

- **Don't Skip Meals-** we end up famished and then make up for it with our next meal
- **Don't Eat after 7 p.m.-** habit- extra unnecessary calories, affects sleep

## **Your Liver Is The KEY!**

**The overall effect of toxins building up in our body is a toxic liver. This directly affects our health in all three of the areas mentioned because:**

*The liver does more than 500 jobs inside your body" Dr. Oz*

- Detoxifies your body
- Metabolizes fats, proteins and carbs
- Balances blood sugar

**Toxic Liver = Toxic Fat** - We store toxins in fat and pull them away from our vital organs which creates excess weight around our midsection.

An overburdened liver is one of the reasons people plateau during weight loss.

## **Focus on 5 Key Areas**

1. This plan focuses on **eating clean/organic** foods when possible. Organic fruits and vegetables contain up to 40% more antioxidants than those conventionally grown. If you are unable to purchase organic, there are many veggie washes available that can help wash off herbicides and

pesticides. This plan will help you learn to fuel your body for optimal health and energy. It also has a list of foods to avoid along with replacement suggestions, shopping guides, and meal planners. It is a wealth of information and support to help you create the life you deserve. I realized I was eating the same foods week in and week out- This has introduced me to new delicious foods/options- opened a whole new world of delicious foods!

2. Because of the abundance of prepackaged and fast food, many people in our society are overweight and undernourished. **This plan gives you nutrients** to make up for the deficiencies.
3. Many people experience symptoms of premature aging or poor health and have no idea it is due to food allergies. **This plan includes removing possible allergenic foods** like gluten, dairy, soy, and processed sugars.
  - **Gluten** is a family of proteins found in grains. It is estimated that at least 50% of the population has difficulty digesting gluten, which results in bloating, digestive issues, and inflammation.
  - It is estimated that as much as 70% of the population is intolerant or allergic to **dairy**. Only 30% of the calcium in a cup of milk is absorbed. You get twice as much calcium from a cup of broccoli.
  - **Soy** can mimic estrogen and alter a woman's menstrual cycle.
  - **Refined sugar** has been stripped of all its nutrients. Sugar eaten every day creates a continually acidic environment that allows bacteria and disease to thrive. This abundance of sugar can be noticed in the body's most inactive parts: belly, buttocks, thighs and skin.
4. This program encourages eating foods low on the glycemic index to help **balance your blood sugar**. Eating low glycemic meals reduces your hunger cravings. It also decreases inflammation in your body. Dr. Nicholas Perricone says that inflammation is the basis of virtually every disease process such as cancer, Alzheimer's disease, heart disease, and wrinkled skin.
5. Our program would not be complete if it did not help us **detoxify** our liver, kidneys, intestines and your skin. If toxins enter your body faster than they are removed, you will experience signs of toxicity. If, on the other hand, you give your body support it needs to eliminate these toxins, it will perform optimally.

## **Four Weeks to A New You!**

If you're ready to feel in control of your health and experience some amazing results in a short period.....our 30 Days to Feeling Fit Plan is for you!

Here's what you can expect to experience on this program.

- Drop unwanted pounds (especially around the middle)
- Increase energy
- Boost Immunity
- Improve sleep
- Enhance digestion and elimination
- Decrease joint pain
- Increase mental clarity
- Improve skin

***Testimonial of yourself or someone's story you have heard about how this plan has helped them.***

## **Arbonne Nutrition**

One of the keys to help you not only hit the “Refresh” Button but stay with your healthier lifestyle is using Arbonne’s Pure, Safe & Beneficial Products- Our products help make our plan simple.

### **Arbonne Fit Essentials are:**

- Gluten Free
- Dairy Free
- No artificial colors
- No artificial flavors
- No artificial sweeteners
- Lactose Free
- Cholesterol Free

## **Protein Shakes**

These shakes aren’t only healthy; they’re also so delicious you feel like you are cheating! I believe these are the best shakes on the market! And they are simple and convenient to use. We all know that getting healthy HAS to be easy or we won’t stick to it!

\* On the four-week plan, you will enjoy a shake for breakfast and lunch if you choose. And then use one of our delicious recipes for dinner.

All protein shakes are not created equal...most use whey which is derived from dairy or soy- and can cause inflammation and digestive issues. Our shakes have 20 grams of protein from yellow pea, brown rice and cranberry.

## **Daily Fiber Boost**

By adding fiber to these shakes, you can decrease your cholesterol, support balanced blood sugar and also stay full longer! One scoop gives you half your daily requirement for fiber and is odorless and tasteless so you can add it to anything! I love to add it to my homemade soups and spaghetti sauces.

## **Herbal Detox Tea**

**This entire program is designed to detoxify your liver and one of the important products that aid in that process is the daily herbal detox tea.**

“There are other detox teas out there, but people love ours because it has such a mild flavor and tastes great Hot or Cold and gently cleanses the liver and kidney. I love a hot cup of tea every morning in place of coffee.

## **7-Day Body Cleanse this is not available in Canada yet...but hope it will be soon**

The entire focus of this program is to detoxify your body and Arbonne has a fabulous product to aid in this process, however it is currently unavailable until March. One of the many reasons I love representing this company is that we are committed to high quality ingredients. When a raw ingredient is unavailable, rather than lowering our standards with an ingredient of lesser quality, we simply remove the product from the market until the ingredient is available or an equal substitute. The 7-day body Cleanse accelerates the body’s natural process of detoxification. We also do have a homemade remedy to use in the mean time if you would like. Ask the person who brought you about that. When we modify our eating habits to eat clean and increase our nutrient intake, our body will detoxify naturally over a 30-day period. **(use when product is available again) helps cleanse and detoxify the system and support the liver, kidneys and GI tract. The average person is carrying around 5-7 lbs of waste in their intestines. This cleanse assist with the gentle elimination of heavy metals and toxins/ which in turn eliminates toxic fat.**

***Testimonial: (Some people lose as much as 5 pounds while using this cleanse)***

**Herbal Colon Cleanse** - In Canada we use the Herbal Colon Cleanse to accelerate the process of detoxifying the GI tract, eliminating toxins and is in a convenient pill form.

### **Metabolism Boost**

This takes willpower out of the equation! You can even look at a piece of chocolate cake and your BODY **doesn't** want it.

This helps balance our blood sugar and:

- Controls hunger
- Reduces sugar cravings
- Enhances fat burning.

### **Energy Fizz Sticks**

Our 30 day program definitely improves your overall energy and my favorite product in this program to help with Low Energy is our fizz sticks. (Give personal testimonial) I add them to my detox tea.

These fizz sticks can help you feel like you took a power nap and you never have to leave your desk.

- Provides CALM Energy
- Controls appetite
- Can replace coffee & diet soda

### **Daily Power Packs**

Where Healthy Meets Convenient - These vitamins will give you more energy and give you the benefits of eating 3 servings of fruits and vegetables. Many vitamins on the market never dissolve in your system. In fact, numerous studies have shown undissolved vitamins in septic systems. Ours are highly absorbable....they break down in 30 minutes and they give you the antioxidant protection equivalent to 16-20 antioxidant packed fruits and vegetables. These power packs also have a digestive enzyme that aids with digestive issues.

### **Which Life are You Designing?**

I want to encourage you to visualize yourself five years from now. If you keep doing what you're doing, where will you be? Will you feel better and have more energy or kicking yourself for not taking control of your health five years earlier?

As we close, I just want to remind you:

### **You Are Worth It!**

I think we would all agree that

***"Health is not valued until sickness comes"***

If you have that voice whispering in your ear or you feel like something is tapping you on the shoulder saying, "you need to make some changes" I want to encourage you to take the plunge and just do it!

(Give today's date) i.e. Today is \_\_\_\_\_ - I don't know about you, but \_\_\_\_\_ (a month before now) seems like it was just last week! And \_\_\_\_\_ (a month from now) will be here before we

know it. You have an opportunity to make some lasting changes in a short 30 days. Wouldn't it feel great to be able to wear everything in your closet...or maybe even shop for new things because your clothes are too big? Wouldn't you love to make it through the day with energy to spare? If you start this plan tonight, you could be an entirely different person in 4 weeks. And the great news is for those of you who purchase this plan tonight; you could have your products by this time next week and be cheering each other on for the next 30 days. And we have a 45 day money back guarantee, so you really have nothing to lose but excess weight and toxins and everything to gain.

**Share Your AHA's-** “I would love to know what AHA's you got today so I can make sure and share at my next get together. **What was the most beneficial thing you learned today?”**

**OPTIONAL BOOKING GAMES:** Lastly we are going to play a fun game!

**List of names-** “Turn your symptom sheet over- this is for you to keep, it's not for me. When I say 'go' write as many names as you can think of in the next 60 seconds who you think would benefit from hearing this information. Again, you will keep this, but the person with the most names will get \_\_\_\_\_. (See who wrote the most names and give them a small prize one idea is a sample hand cream and foot cream in a clear bag with a bow)

**Play Deal or no Deal**....how many of you have heard of the game, “Deal or No Deal?” Here is my deal...Each of you wrote names of people who you felt could benefit from this information, and I want to give you a chance to help those you care about improve their health. If you are willing to get a group of 3-5 friends together for a workshop like we did tonight, then when we meet to discuss your order, you can take me up on my deal, open your envelope and you will get the prize inside the envelope when you have your event.

**CHOCOLATE GAME:** Now before I share with you how you can get these fabulous products at a great savings, let's see who has the most chocolates or tickets. **Give a small prize...could be samples in a clear plastic bag with a bow)**

## **CLOSE**

Pass out product package sheets-

Here are some packages that are guaranteed to give you the best bang for your buck. These are all available when you become a Preferred Client or Consultant. It operates like a Sam's card...you can order online and have products shipped directly to your home.

1. **The first package is the absolute best deal I can offer you today. If you sign up as a Consultant for \$79. This allows you to do the entire Feeling Fit Plan for a month and receive our RE9 skin care set for free! Plus a 30 day supply of our Power Packs for free!! (\$102 value) As a Consultant you can purchase products all year long at 35-80% off!**
2. **The second package is available when you sign up as a Preferred Client for \$20. This allows you to purchase everything you need to do the Feeling fit plan for 30 days and includes a free gift. As a Preferred Client, you can purchase products at a 20-80% discount for an entire year.**
3. **And the bottom package allows you to purchase a few of the products on the feeling fit plan when you sign up as a Preferred Client and a free gift.**

If what you have heard today resonates with you, I want to encourage you to jump right in and start today moving towards a healthier lifestyle. If you leave here without making a decision to implement some immediate changes, chances are high you will slip right back into your previous habits. Wouldn't it feel great to go into next month feeling healthy and full of energy rather than tired and carrying around 10 or 15 extra pounds?

I know you all are anxious to start shopping, so I am going to make the shakes for you to sample while you shop and then I will meet with whoever has a number 1 on their envelope (deal or no deal envelope) or whoever has to leave early first. When we meet, I will help you decide what products are the best fit for you and you can also tell me if you want to take me up on my deal.