



Discover

ARBONNE®

Are you ready to make a change?

Slide 1 – Discover Arbonne

Goal:

Help prospects open their hearts and minds to hear about an opportunity that can be the change they have been looking for.

Success Tip:

Let your prospects know that this is just a chance for you to give them more information about Arbonne and our industry. Allow them to ask the questions that they may have about both, so they can make an “informed” decision about whether the Arbonne opportunity can be a fit for them or not.

Talking Points:

“If you are missing something in your life, feel uncomfortable in your life, wish you had more choices in life, and are ready to make some changes for your life, you are in the right place to hear more about how Arbonne might be the answer you have been looking for.”



Through our passionate Independent Consultants, with our superior quality products and generous compensation plan, people everywhere are making a difference in their own lives and in the lives of others.



Slide 2

Goal:

Introduce the idea that Arbonne is more than a health and wellness company. Arbonne is a people company. Arbonne inspires change and also provides the vehicle for change.

Success Tip:

It's all about the ability to change lives! The Arbonne products and opportunity are the vehicle for change.

Talking Points:

“Through our passionate Independent Consultants, with our superior quality products and generous compensation plan, people everywhere are making a difference in their own lives and in the lives of others.”



Who We Are and What We Do

We are a company of people who are here to offer you an opportunity to have *more choices and possibilities* in your life.

We do this by creating a network of Independent Consultants who use and sell our products and help others learn how to do the same.

Slide 3 – Who We Are and What We Do

Goal:

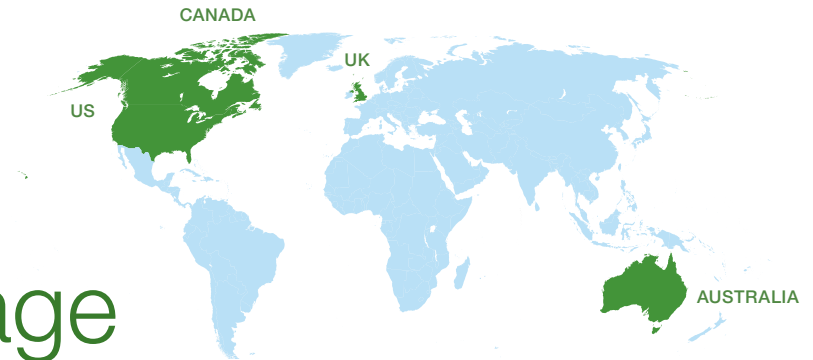
Connect *your prospects'* needs to what Arbonne can offer them, and help break down potential barriers they may have to hearing more about the opportunity Arbonne can bring to their lives.

Success Tip:

Briefly tell your *Why* story. Your prospects will be happy Arbonne is working for you, but unless you discover what is missing from their lives and connect them to how Arbonne can be the answer for them, they will not connect with this opportunity for themselves! Listen more than you talk.

Talking Points:

“I don’t know if this will be a good fit for you or not, but if you think you would like to have more choices, freedom or flexibility in your life, I would like for you to have all the information you need to make a sound decision on whether Arbonne is the right choice for you.”



The Arbonne® Advantage

Our unique  logo stands for the Arbonne Advantage.

- More than 30 years of experience and tradition
- Health and wellness have always been our focus
- Cutting-edge product research and development
- Increasing brand awareness; early stages of global expansion
- Passionate, knowledgeable team of Independent Consultants in Canada, the U.S., Australia and UK — a global opportunity
- Generous Compensation Plan
- Willable business at certain management levels
- Experienced and committed Home Office team and state-of-the-art Distribution and Support Centres



Slide 4 – The Arbonne Advantage

Goal:

Let your prospects know why Arbonne is the best opportunity. Share an overview of who we are, our 30+ year history, and that we keep getting better.

Success Tip:

Use the “buzz words” that people are familiar with (for example: health and wellness, cutting-edge research and development, global expansion, botanically based, and vegan friendly).

Talking Points:

“This is just an overview of who we are and have always been, and we just keep getting better! Arbonne has 30 years of history as a health and wellness company. We pride ourselves on being on the cutting edge of research and development from the beginning of Arbonne. Offering products that people in this day and age are looking for, botanically based and vegan friendly. There is increasing brand awareness in Canada, and we are just getting started globally. We offer a generous compensation plan and we have the full support of an experienced Home Office team. I will give you more details as we go through this presentation.”



The Arbonne® Product Advantage

- Swiss heritage
- Premium, botanically based products since 1980
- Pure, Safe, Beneficial
- Vegan friendly
- Dermatologist-tested, scientifically proven clinical results
- pH correct/hypo-allergenic
- Formulated without animal products, by-products, or mineral oil
- Consumable products that are in demand
- Arbonne products include something for everyone: Anti-Aging, Skin and Body Care, Cosmetics, and Health and Wellness

Slide 5 – The Arbonne Product Advantage

Goal:

Let your prospects know we are a product-driven business!

Success Tip:

Focus on the fact that we offer consumable products that are in high demand and used by people everyday.

Share what you love about our products, but keep your focus on the business opportunity. If you are passionate about your products, you will sell products. When you become passionate about the opportunity, you will build your business and grow your dream team!

Talking Points:

“I love the products and appreciate everything that Arbonne puts into them, but I love what this business has brought to my life even more! The products are amazing — this business can change your life!”

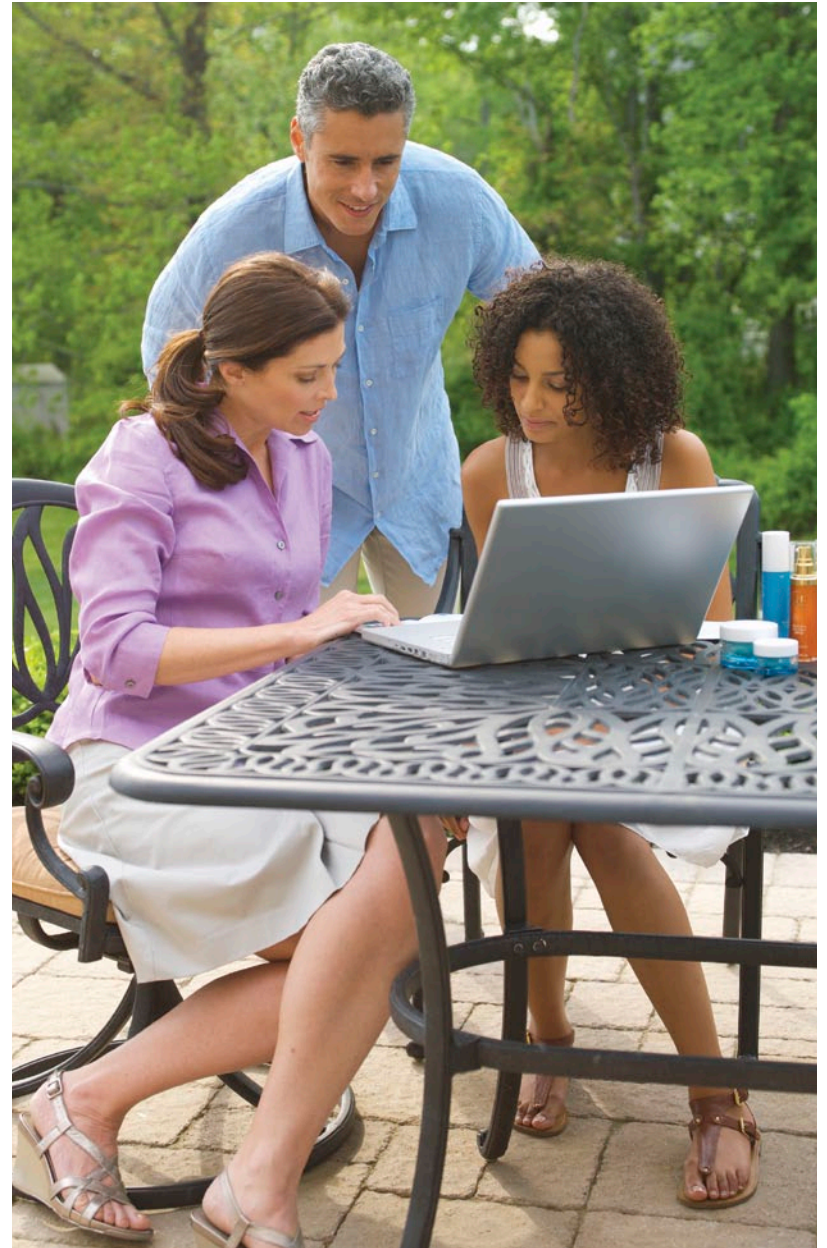


The Arbonne. People Advantage

You are in business for yourself,
but never by yourself.

You have the support from the
best of the best in the industry, a
passionate and knowledgeable
team of Independent Consultants.

The Advantäëge is You.



Slide 6 – The Arbonne People Advantage

Goal:

Reduce the fear of doing something new and different. Most people have never thought of themselves as an independent “business owner.”

Help your prospects see the benefits of Arbonne and becoming an independent “business owner” who can enjoy the freedom and flexibility that the business offers. At the same time they will have the opportunity to work with a team of trained and knowledgeable Independent Consultants who can help put them on the path to success with Arbonne!

Success Tip:

Introduce your prospects to your upline. Let them know you will help them be successful by connecting them to a team of passionate leaders who will support them! Share some *EOAs!*

Be confident that you have what you need to help someone become successful with Arbonne because you are connected to this team that will help you! It is who we are at Arbonne!

Talking Points:

“Perhaps you have never thought you would do something like this, and it may be scary to think about. At Arbonne you are in business for yourself, but not by yourself. You will have the support of your sponsor and upline leaders, sidelines, and the support of Corporate Office — Arbonne has all the tools you need to help you learn how to be successful!”



Why Network Marketing?



Network Marketing is a distribution system that moves products directly from the manufacturer to the end user, through Independent Consultants.

Slide 7 – Why Network Marketing?

Goal:

Educate your prospects about the industry and help them see the benefits of network marketing. Dispel any myths or preconceived ideas about the industry.

Success Tip:

Help your prospects relate to you and how you initially felt about the network marketing industry. If you initially hesitated, explain to your prospect how you overcame those negative feelings and how you feel today after being educated on the industry.

Talking Points:

“Network marketing is a distribution system that moves product directly from the manufacturer to the end user, through Independent Consultants. It is an effective and efficient business model that is taught in universities and supported by many experts. It allows you to start your own business with minimal start-up costs, flexible hours, no boss and no employees. You leverage your own time, determine your worth, and will have the opportunity to grow personally and help others.”



Time Leveraging



Average people build businesses,
extraordinary people build networks.

Slide 8 – Time Leveraging

Goal:

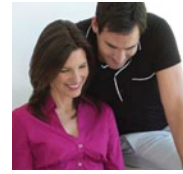
Show your prospects the power of *network* marketing.

Success Tip:

Reassure your prospects that Arbonne's leaders will help teach them how to grow and build their network. Building a network gives the ability to leverage time.

Talking Points:

“Average people build businesses, extraordinary people build networks. Building a network gives you the ability to leverage time. Leveraging your time simply means that you benefit not only from your business building efforts, but also from the efforts of those on your team. Example: You work 10 hours a week on your Arbonne business, plus 4 people on your team each also work 10 hours a week on their Arbonne businesses = You being paid on 50 hours a week.”



Timing and Trends

Health and Wellness

- Consumers demand quality products that are pure, safe and beneficial.
- Everyone wants to look and feel their best from the inside out.

Communication and Technology

- Today's technology revolution makes it easy to do business locally and globally.

Network Marketing

- Offers the freedom and flexibility to live how you choose while building a successful business.

Community and Family Focus

- People want to find a way to give back and make a difference.

Health and wellness is exploding, network marketing is booming, and people want to make a difference.

Slide 9 – Timing and Trends

Goal:

Show your prospects that Arbonne is the right choice, right now.

Success Tip:

These factors help make Arbonne an easy choice. Tell your prospects how they're set for success!

Talking Points:

“Health and wellness is exploding. Consumers are demanding quality products that are pure, safe and beneficial. Today’s technology makes it easy to build a network both locally and globally. The network marketing industry offers freedom and flexibility and finally people are looking for a way to make a difference. All these factors combined are what makes Arbonne a perfect solution to today’s timing and emerging trends.”



Why Arbonne®?

- Superior, Botanically Based, Consumable Products
- Marketplace Demand
- Timing and Trends
- Ability to Leverage Your Time

Arbonne satisfies all factors for success!

Slide 10 – Why Arbonne?

Goal:

To educate your prospects about the key factors that help support a successful business.

Success Tip:

Use these factors to empower your prospects and show them that success is possible with Arbonne.

Talking Points:

“Arbonne satisfies all the factors to support success. Arbonne has consumable products in an area of the market that is very much in demand. And we provide a business model that allows you to leverage your time.”



Income Potential

Arbonne can be whatever you need it to be:

- Supplemental income when needed
- A strong, growing, thriving business

Plus, there's more ... including:

- The Mercedes-Benz Cash Bonus Program
- Travel
- Jewellery
- Recognition

The choice is yours!

Slide 11 – Income Potential

Goal:

To help your prospects understand that the income potential is completely up to them. They can choose what their business looks like depending on how they want to work.

Success Tip:

Give examples of what this supplemental income could mean for them; do you have more money at the end of the month than you do money at the end of the month? Could it be your car payment, your mortgage payments, money you can put aside for your child's education, or money you can save for your family vacation? Maybe you would like to replace your current income so you can stay home with the kids, or retire your spouse, etc. When you can provide examples of what this income could be or mean to them, you help make the difference of whether they can envision doing the business or not.

Talking Points:

“With Arbonne, the choice is yours. You can decide if you want to simply supplement your income, or if you want to grow a strong, thriving business.”



INDEPENDENT CONSULTANT COMPENSATION SUMMARY | Canada

OUR ARBONNE INDEPENDENT CONSULTANTS

Arbonne markets its products exclusively through a network of Arbonne Independent Consultants. During the four quarters in 2010, Arbonne had an average of 668,843 Active Arbonne Independent Consultants worldwide. An “Active Arbonne Independent Consultant” is: (a) one whose Arbonne Independent Consultant Application or Renewal has been accepted by Arbonne within the preceding 12 calendar months; or (b) one who has an Arbonne Independent Consultant Application on file and has (i) placed an order with Arbonne within the preceding 12 calendar months or (ii) has sponsored another Arbonne Independent Consultant with Arbonne within the preceding 12 calendar months. Please see the Arbonne SuccessPlan for more information. Arbonne Independent Consultants include the ranks of Preferred Clients, Consultants, Managers and Vice Presidents, each of which are different ranks within the Arbonne Compensation Plan.

THE ARBONNE COMPENSATION PLAN

There are two basic ways in which Arbonne Independent Consultants can earn compensation:

1. Through retail profit on sales of products purchased at discounted prices from Arbonne.
2. Through commissions, overrides and bonuses paid on an Arbonne Independent Consultant's product sales volume and the sales volume of other Arbonne Independent Consultants on their team, also known as their downline. Please refer to the SuccessPlan for more information.

As with any other sales opportunity, the compensation earned by Arbonne Independent Consultants varies significantly. The cost to become an Arbonne Independent Consultant is low and people become Arbonne Independent Consultants for various reasons.

Generating meaningful compensation as an Arbonne Independent Consultant requires considerable time, effort and commitment. This is not a get-rich-quick program and there are no guarantees of financial success. It is an opportunity that is shared by thousands who have chosen to embrace the Arbonne products and/or business. The success or failure of each Arbonne Independent Consultant, like any other independent business, depends on each Arbonne Independent Consultant's own skills and personal effort.

Slide 12 – Independent Consultant Compensation Summary (ICCS)

These slides include part of the Independent Consultant Compensation Summary (ICCS). Arbonne Policies & Procedures require the ICCS to be provided when discussing the income opportunity.

If your prospects have specific questions about the income potential with Arbonne, please feel free to share the chart on slide 13.



INDEPENDENT CONSULTANT COMPENSATION SUMMARY | Canada

EARNING OVERRIDES AND BONUSES

Preferred Clients², Consultants, Managers and Vice Presidents also can earn commissions, overrides and bonuses, based on their own sales of products and the sales of their downline of sponsored Arbonne Independent Consultants in Canada, the United States and its territories,¹ Australia and the United Kingdom. Arbonne also sells promotional materials — known as Business Aids — that do not generate overrides and bonuses to Arbonne Independent Consultants because these are sales support tools, not products for resale.

During 2010, Arbonne paid in excess of \$21 million in overrides and bonuses to Active Arbonne Independent Consultants in Canada. These payments are reflected in the table below (all amounts are represented in Canadian Dollars):

RANK	TOTAL AVERAGE QUARTERLY OVERRIDES AND BONUS AND COMMISSION	AVERAGE INDIVIDUAL QUARTERLY OVERRIDES AND BONUS AND COMMISSION ³	AVERAGE % OF TOTAL ACTIVE ARBONNE INDEPENDENT CONSULTANTS ⁴ RECEIVING AN OVERRIDE/BONUS	AVERAGE NUMBER OF MONTHS TO PROMOTE TO DESIGNATED RANK ⁵
Preferred Clients and Consultants	\$440,761	\$271.81	2.27%	N/A
District Managers	\$1,075,107	\$972.95	1.55%	5.47
Area Managers	\$1,317,038	\$4,671.73	0.40%	13.10
Regional Vice Presidents	\$1,564,205	\$16,523.30	0.13%	22.98
National Vice Presidents	\$1,023,242	\$47,777.84	0.03%	37.03

The average override and bonus paid to all Active Arbonne Independent Consultants in Canada was \$76.09 per quarter and \$304.36 on an annualized basis.⁶ During the four quarters in 2010, an average of 3,125 Active Arbonne Independent Consultants (4.4% of all Active Arbonne Independent Consultants) in Canada received an override or bonus cheque from Arbonne. The average quarterly override and bonus paid to Active Arbonne Independent Consultants in Canada who qualified for an override and bonus cheque was \$1,734, or \$6,936 on an annualized basis.

Note: These figures do not represent Arbonne Independent Consultants' profits, as they do not consider expenses incurred by Arbonne Independent Consultants in the promotion of their business and do not include retail profit.

¹United States and its territories includes the United States, Puerto Rico and the U.S. Virgin Islands.

²Preferred Clients are eligible for overrides and bonuses, but are not eligible for commissions.

³Because not all Active Arbonne Independent Consultants earn overrides and bonuses, these numbers represent the average quarterly overrides and bonuses paid to the individuals who did.

⁴These percentages are calculated by taking the average number of people qualified for each rank during an entire quarter, adding all four quarters up and dividing by four.

⁵Average number of months to promote to designated ranks is based on all promotions that occurred in Canada for 2010.

⁶These numbers were attained by dividing the Total Average Quarterly Overrides and Bonuses paid by the quarterly number of average Active Arbonne Independent Consultants.

For further details about the Arbonne Compensation Plan speak to your Arbonne Independent Consultant or view the Arbonne SuccessPlan.

Slide 13 – Independent Consultant Compensation Summary (ICCS)

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If your prospects have specific questions about the income potential with Arbonne, please feel free to share the chart on slide 13.



Common Hesitations

- I don't have enough time.
- I don't have enough money.
- I don't know enough people.
- What will others think?
- What am I getting into?

Slide 14 – Common Hesitations

Goal: Help your prospects understand that these feelings and questions are normal, and they shouldn't allow them to stand in the way of the Arbonne opportunity.

Success Tip: Help them see how each excuse, fear or hesitation is easily overcome.

Talking Points:

I don't have enough time.

"We teach you how to work in the nooks and crannies of your day. Arbonne blends into your daily life. Part time or full time, it's up to you!"

I don't have enough money.

"You will need products to share, use and demonstrate, but I can show you what you need. The amount you spend is up to you. You earn while you learn!"

I don't know enough people.

"It's not the people you know today, it's the people they know — that's networking! The people you know just get you started. We teach you how to build a network."

What will people think?

"Instead of being concerned with what others will think, become concerned with what *you* think of yourself. It's *your* life! The choice is *yours*!"

What am I getting into?

"My favourite part of the Arbonne culture is that we teach, train and help others. We have a system for success already, and it keeps the guesswork out of starting your business. Your upline will be right by your side helping you along the way!"



You Decide...



- Redirect money you are already spending.
- Use pure, safe and beneficial products.



- Preferred Clients receive a discount on Arbonne® products.
- Hosts receive special rewards and discounts.



- Become an Arbonne Independent Consultant and start growing your business.
- Dream big and go for it!

Experience the Arbonne Advantage.

Slide 15 – You Decide...

Goal:

Show your prospects options for becoming a part of Arbonne and all that it has to offer them.

Success Tip:

Allow them to come in at whatever level they choose, but don't hesitate to offer the opportunity. Some of our most successful Arbonne Independent Consultants started with the product, learned how to share it with others, and then started building their businesses!

Talking Points:

“You can decide what Arbonne is to you. If you need the products, we can simply show you how to shop and save. If you need more choices, freedom and flexibility in life, you can earn a supplemental income with Arbonne. Whether you need to make a little extra money or replace your income, you can do that with Arbonne. We are here to help you make this be whatever you need it to be for you and your family.”



Dream Big!

- You are where you are today because of the choices you made yesterday.
- If you keep doing what you are doing, where will you be in five years?
- Instead of asking what if it doesn't work, ask yourself: What if it does?

Slide 16 – Dream Big!

Goal:

Help your prospects see that if they want to change what they have been getting, they must make changes in what they are doing. Help them to believe that anything is possible if they dream big.

Success Tip:

Ask thought-provoking questions.

Ask them what they would specifically choose to have different in their life “if” this worked for them.

Ask what obstacles do they see that would keep them from being able to take advantage of this opportunity and help them see solutions to their obstacles.

Let them know that you would love to help them make a difference in their lives and reassure them that they are in business for themselves, but never by themselves, if they decide this would be a good fit for them.

Book a Group Presentation so they have an opportunity to see what you do and how simple and fun it can be.

Talking Points:

“How much money do you need to have more choices in your life?”

“Do you have the time to do the things you want to do, like spending more time with your family or friends? Is there an amount of money that if you knew you had, would help make a difference in your life?”

“What would life look like for you in five years if this did work for you?”



THERE ARE NO GUARANTEES REGARDING INCOME, AND THE SUCCESS OR FAILURE OF EACH ARBONNE INDEPENDENT CONSULTANT, LIKE ANY OTHER BUSINESS, DEPENDS ON EACH INDEPENDENT CONSULTANT'S OWN SKILLS AND PERSONAL EFFORT. YOU SHOULD NOT RELY ON THE RESULTS OF OTHER ARBONNE INDEPENDENT CONSULTANTS AS AN INDICATION OF WHAT YOU SHOULD EXPECT TO EARN.

ARBONNE PUBLISHES A SUMMARY OF AVERAGE QUARTERLY COMMISSIONS THAT ARE PAID TO ARBONNE INDEPENDENT CONSULTANTS. THIS INFORMATION IS UPDATED ANNUALLY AND CAN BE VIEWED ONLINE AT WWW.ARBONNE.CA/COMPANY/ICCS.ASP. YOU CAN ALSO OBTAIN A COPY OF ARBONNE'S MOST RECENT INDEPENDENT CONSULTANT COMPENSATION SUMMARY BY CALLING ARBONNE AT 1.888.ARBONNE.

For complete program and incentive details refer to the Arbonne SuccessPlan and the Arbonne Policies & Procedures Manual.

All currency is represented in Canadian dollars.

Slide 17 – Disclaimer

This slide includes Arbonne's disclaimer. Arbonne Policies & Procedures require this disclaimer to be provided when discussing the income opportunity.