

Arbonne International

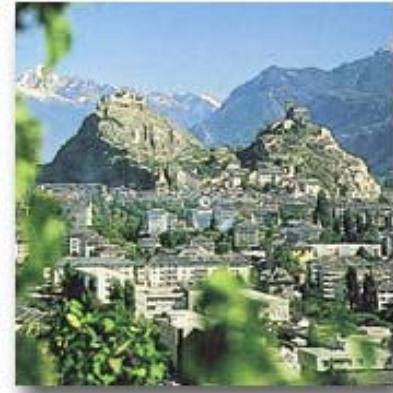
*Your Pathway to
Financial Freedom!*



Arbonne International

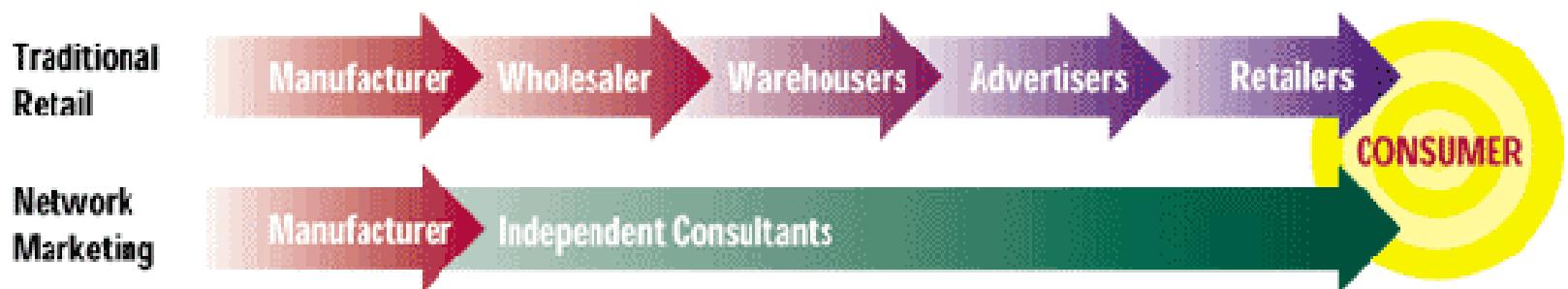
“Best things from the earth”

- *Founded by Petter Morck a Norwegian entrepreneur in 1980.*
- *A research & development company (AIRD). They produce the highest grade products based on botanical principles that are pure, safe & beneficial.*
- *Family owned business.*
- *Member of the Direct Selling Association (DSA).*
- *Privately held debt-free company for 24 years.*
- *60,000 SF infrastructure in Irvine, California to handle expected growth.*



What is Network Marketing?

Simply, network marketing is a distribution system, or form of marketing, which channels goods or services from the manufacturer to the consumer through a "network" of independent distributors. It's a wonderfully effective system that cuts out the "middleman" found in most industries.



You do it every day, Why not get PAID for it!

- *We are all natural networkers, if you really like something you will tell someone about it.*
- *Word of mouth advertising is the most cost effective way to advertise.*
- *Arbonne will PAY you to tell people about their incredible products and business opportunity.*

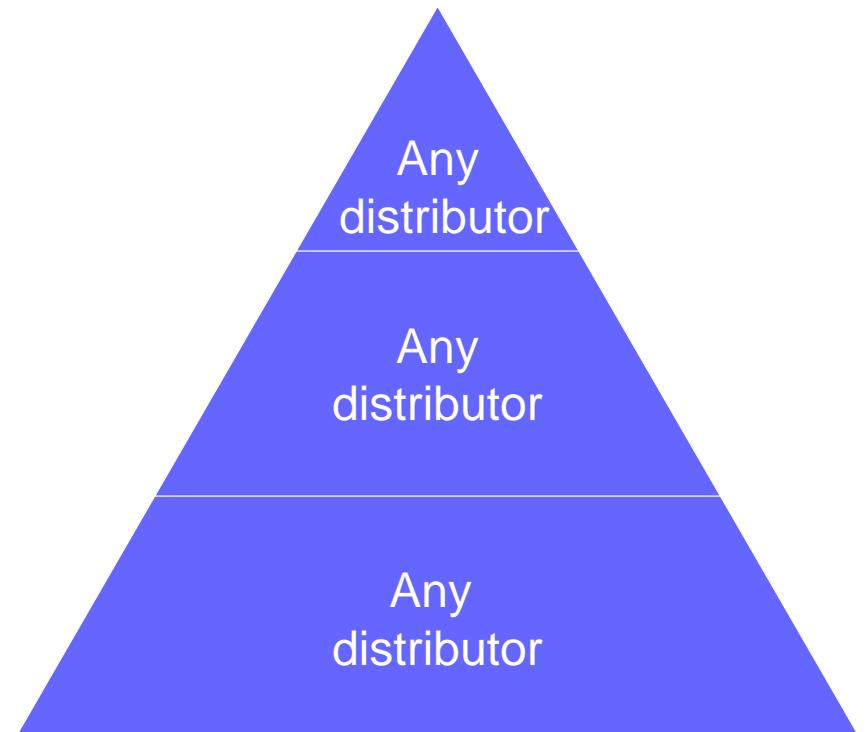
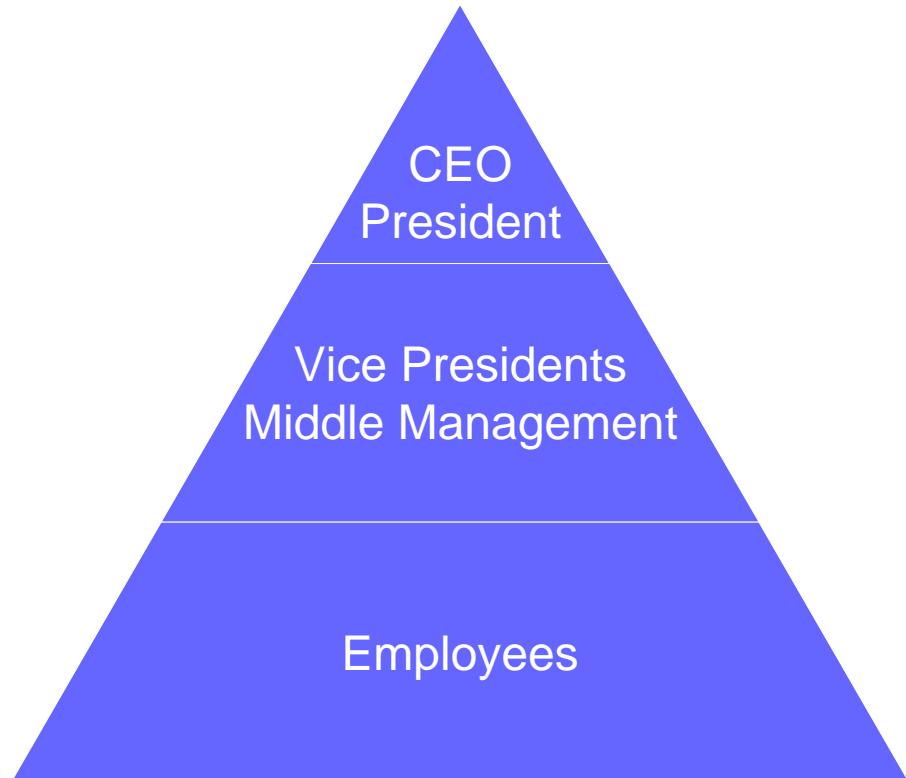


The Pyramid Myth

Corporate America

vs.

Network Marketing



What are the Leaders saying?

"The greatest entrepreneurial opportunities will be in distributing, rather than manufacturing health & wellness products and services"

Paul Zane Pilzer, Economist & Author of Best Selling Book Unlimited Wealth

"While poor people are looking for a secure job, rich people are building a network!"

Robert Kiyosaki, Author of Best Selling Book -Rich Dad, Poor Dad

"I think network marketing has come of age. It's become undeniable that it's a viable way to entrepreneurship and independence for millions of people"

*Dr. Stephen R Covey,
Interview with Network Marketing Lifestyles, April 1999*

Why a Home Based Business?

"It is anticipated that by the year 2005, 50% of households in the United States alone will be involved in a home based business"

Newsweek Magazine

- *Tax advantages!*
- *Passive income!*
- *Work for yourself & have no boss!*
- *No traffic, set your own hours!*
- *Unlimited income potential!*
- *Helping other people!*
- *Doing what you want, when you want!*
- *Stay home with your children!*



Did You Know?

The latest Social Security study conducted by the Bureau of Labor Statistics revealed that out of 100 people who started working at the age of 25, by the age of 65...



- 63- Were dependent on Social Security, friends, relatives or charity.
- 29- Were dead.
- 3- Were still working.
- 4- Saved adequate capital for retirement.

Only 1 was Wealthy!

You Can Say "No" to the Rat Race

*You don't have to be
like 95% of
Americans
who are broke!*



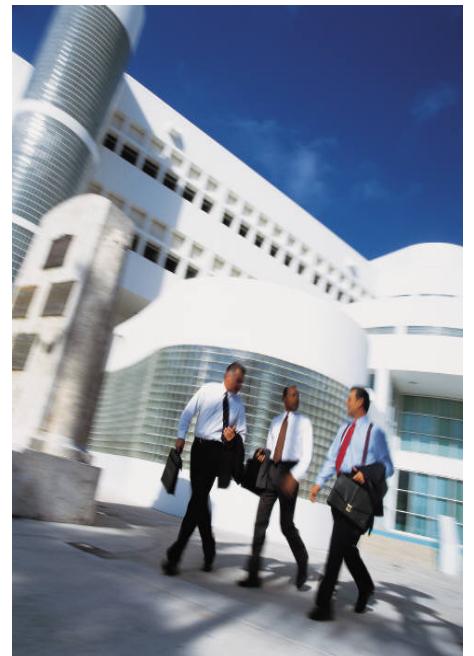
The 40-40-40 Plan

- Most people work 40 hours a week...
- For 40 years of your life...
- To retire on 40% of your income!

It just doesn't work!

I would rather have 1% of 100 people's effort, than 100% of my own..

J. Paul Getty



Did You Know?

- Each day in the U.S. more than 3,100 jobs are lost due to downsizing.
- 3 million Americans lost their job over the last 3 years.
- 47% of the companies that made up the fortune 500 companies in 1980 are no longer in operation today.
- 33% of the American workforce has a second job.
- Americans are overpaying their taxes by \$140 billion each year by not being in business for themselves.
- Only 4% of the American population makes more than \$100,000 per year.



The American Dream

*Out of 1% of the
wealthiest people in
America...*

*74% of them started their
own business.*

The Hidden Psychology Behind Good Customer Service

SUCCESS

MARCH THE MAGAZINE FOR TODAY'S ENTREPRENEURIAL MIND 1992

34 MASTERS OF MULTI-LEVEL MARKETING PROCLAIM:

“WE CREATE MILLIONAIRES”

Their Eager Disciples Build Overnight Empires



Lightning Growth: He Recruited Friends and Made \$500 Million.

Sizzling Sales: His Oxyfresh Team Soared to Riches.

Wave of the Future: He Teaches MLM Tactics to Major Corporations.

CONQUER COMPLEX PROJECTS
Now, a New Generation of Tools and Techniques

PLUS
Ax Your Taxes: The Sharpest New Software
Attack Big Companies: Seize Their Niches

What are Your Choices to Create Wealth?



1. You can start a small business- It will cost you from \$20K to \$100K to start. Expect to work 60 to 70 hours a week and don't forget that 80% fail.
2. You can start a franchise- You will need excellent credit and from \$50K to \$1 million in capital.
3. You can become an investor...in the Stock Market, Real Estate, etc...You will need Capital, expertise, time and there are no guarantees.

The Perfect Business!

- *No Boss!*
- *No Employees!*
- *No Income Restrictions!*
- *No Complex Tax Returns!*
- *No Extensive Paper Work!*
- *No Overhead!*
- *No Legal Liabilities!*
- *No Warehousing!*
- *No Geographical Limitations!*



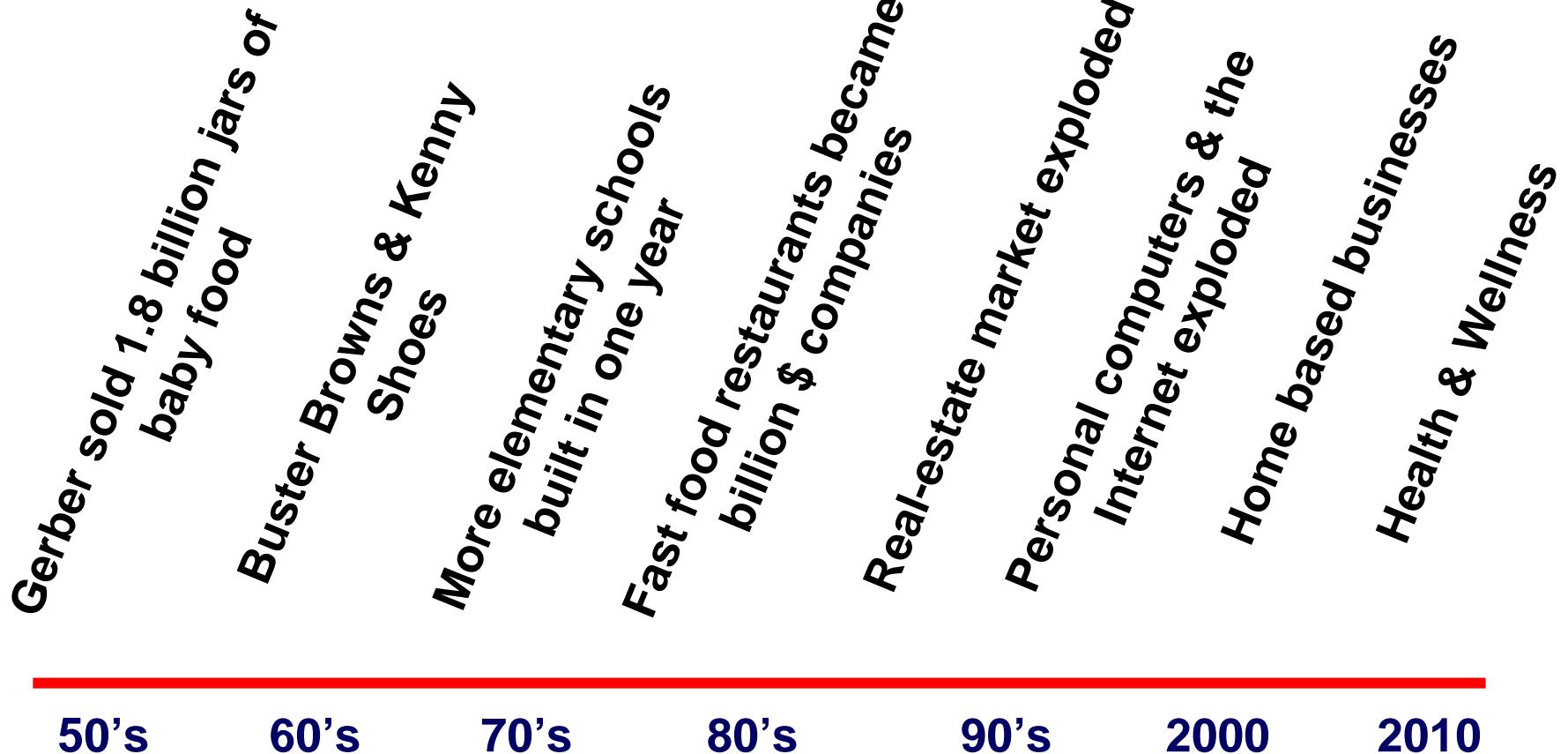
Who is Our Market?

The Baby Boomers

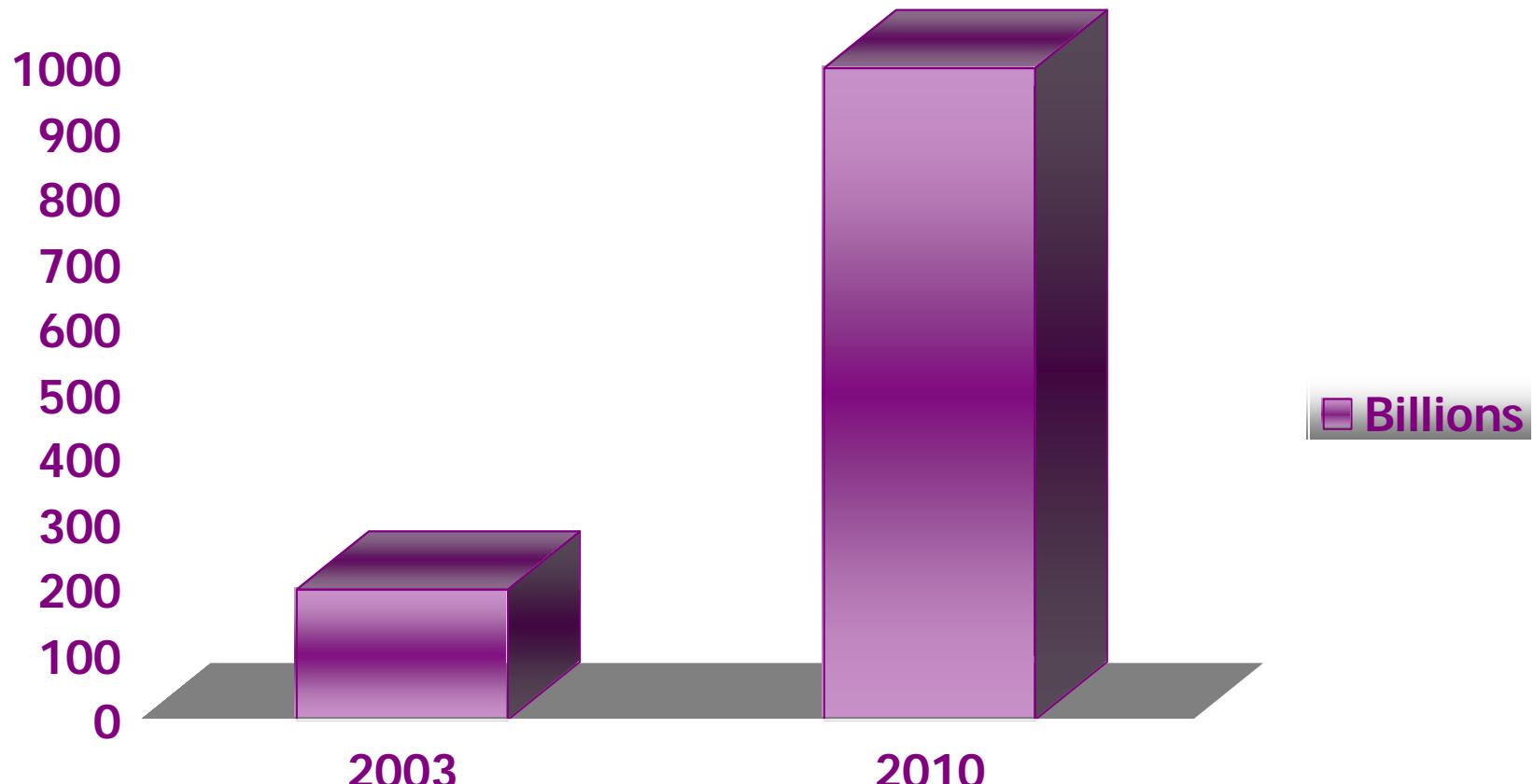
- *Baby boomers are those born between 1946 to 1964. (39 to 57 years old)*
- *They represent 1/3 of the United States population and control over 65% of the spending.*
- *The Latino Market...*
- *Canadian Market...*



Historical Buying Patterns of the Baby Boomers



The Health & Wellness Industry



That's a 500% growth rate over the next 7 years.

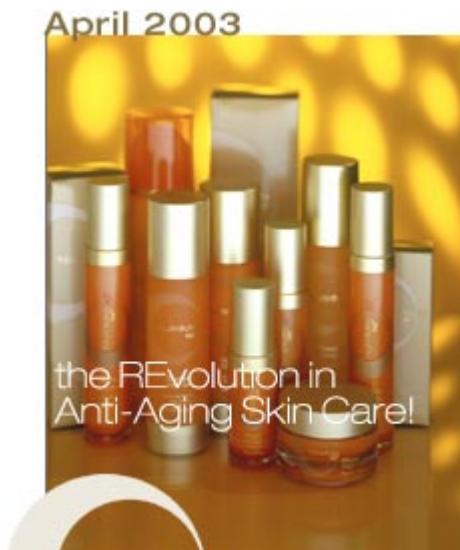
We are Positioned in Front of all These Trends

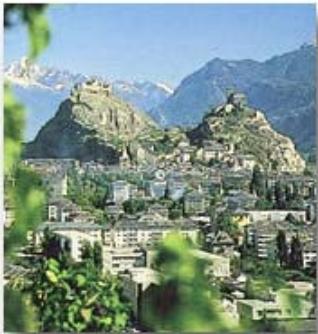
- Trend #1- Baby boomers don't want to age!
- Trend #2- Baby boomers need more money for retirement.
- Trend #3- Every 6 seconds a Home based business starts in America.
- Trend #4- Health & Wellness industry will experience a 500% growth over the next 7 years.
- Trend #5- Consumers are health conscious and want natural products that work.

Arbonne Product Markets

Paul Zane Pilzer, the number one economist and trend forecaster in the world, predicts that the next growth industry is the Health & Wellness Industry. He predicts it to grow from \$200 billion annually to over \$1 trillion by the year 2010.

- *Anti-Aging Products*
- *Weight Loss*
- *Personal Care*
- *Nutrition*
- *Cosmetics*
- *Aromatherapy*



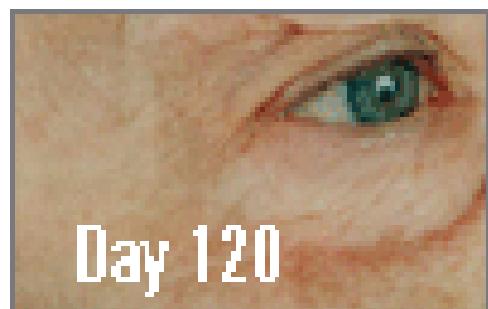


Arbonne's Institute of Research & Development

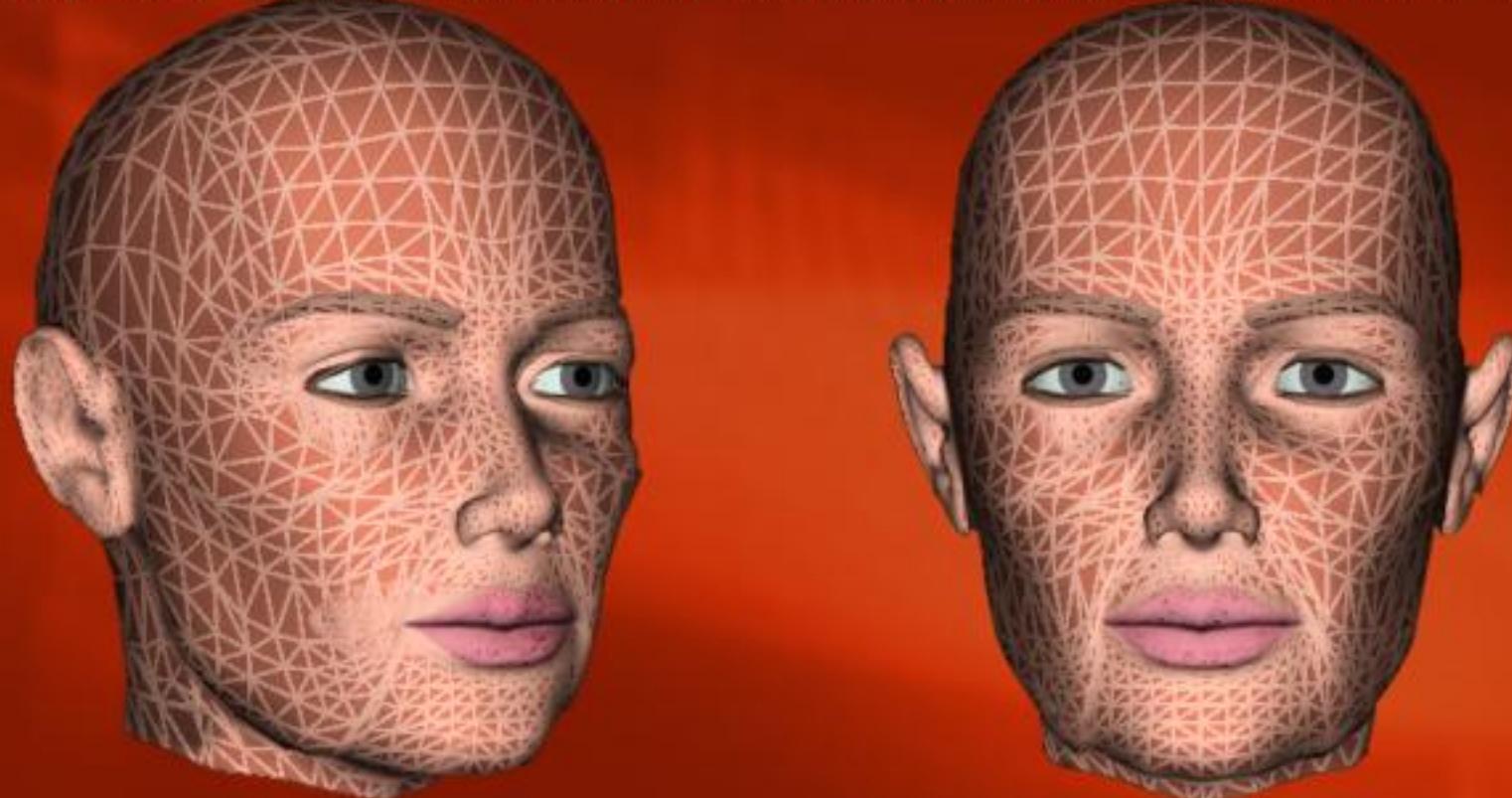
- Located in Sion, Switzerland.
- AIRD spends 6 times more money on R&D in the skin care industry and 3 times more than their closest competitor.
- AIRD is led by Pierre Bottiglieri, who is the president of the Swiss Cosmetic Chemist Society.
- Pierre is recognized as one of the world leaders in the cosmetic industry.

RE9 Anti-Aging System

- Proprietary Arbonne formula.
- First system of its kind.
- U.S. Swiss patent-pending
- Helps skin Recover & Reverse the visible effects of aging.
- Reduce wrinkles by 68% after 6 months use.
- Increases Collagen Type I by 117%.
- Increases Collagen Type IV by 327%.



Collagen & Elastin production slows down 65% between 20 & 80



Aging causes GRAVITY to take over

NutriMin^{RE⁹}

C

Testimonials



"I cleanse and put a thick Arbonne Moisture Cream on my face and neck...I do like using the Arbonne line." -

Courtney Cox Arquette, actress



"What do I put on my face at night? After I cleanse it, I put on Arbonne's Night Cream."

Marilu Henner, actress and author



"I chose Arbonne because I wanted my patients to use good products. All the patients in my dermatology clinic use Arbonne." - Dr. Oscar Hevia, (FL)

4 Pillars of Success in Network Marketing

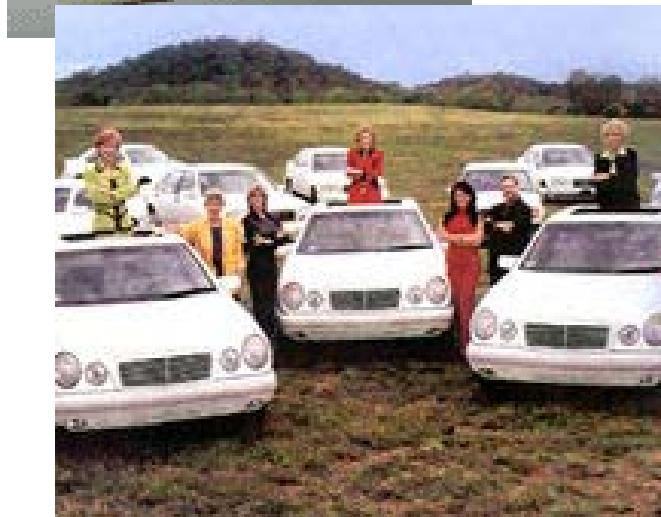
I. Products that are...

- Consumable
- In demand
- Priced well
- For all ages



II. Pay plan that works for both...

- Part-time income earners
- Full-time income earners



III. Leadership...

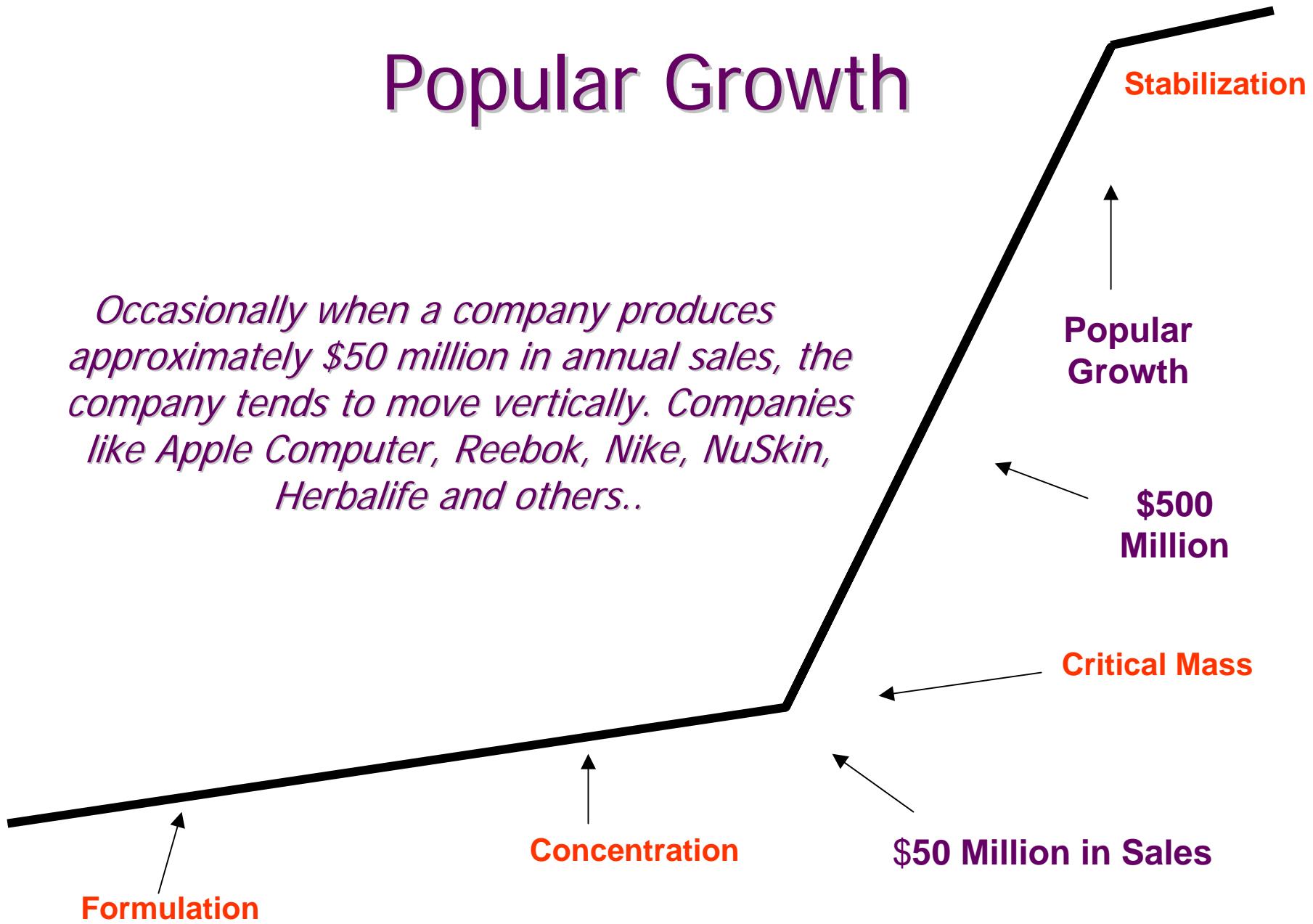
- Training & Support
- Great Marketing Materials
- Coaching to Success

IV. Timing of the Company...

- In momentum
- Positioned in Front of Baby Boomers.
- Expanding Product Markets.

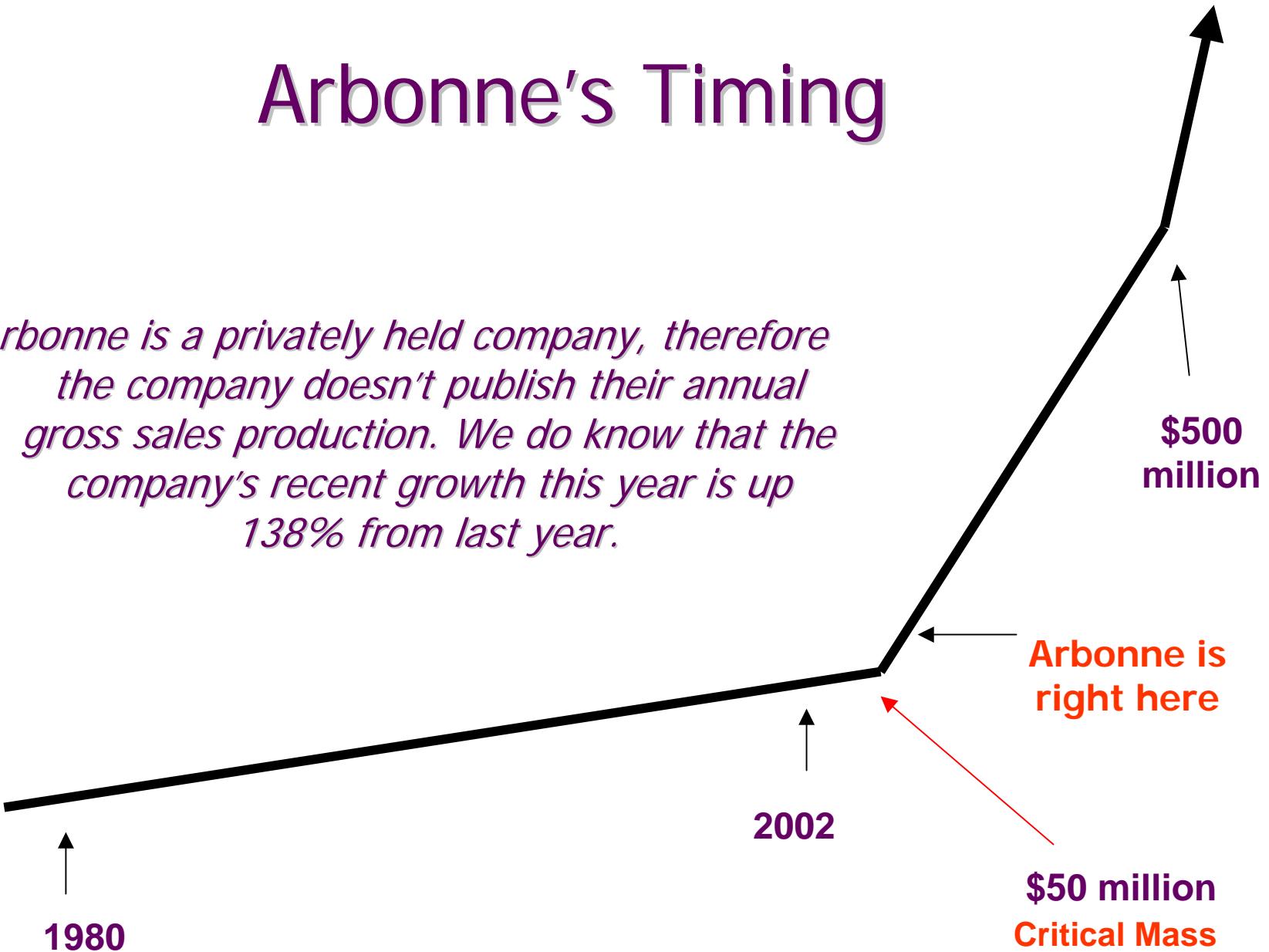
Popular Growth

Occasionally when a company produces approximately \$50 million in annual sales, the company tends to move vertically. Companies like Apple Computer, Reebok, Nike, NuSkin, Herbalife and others..



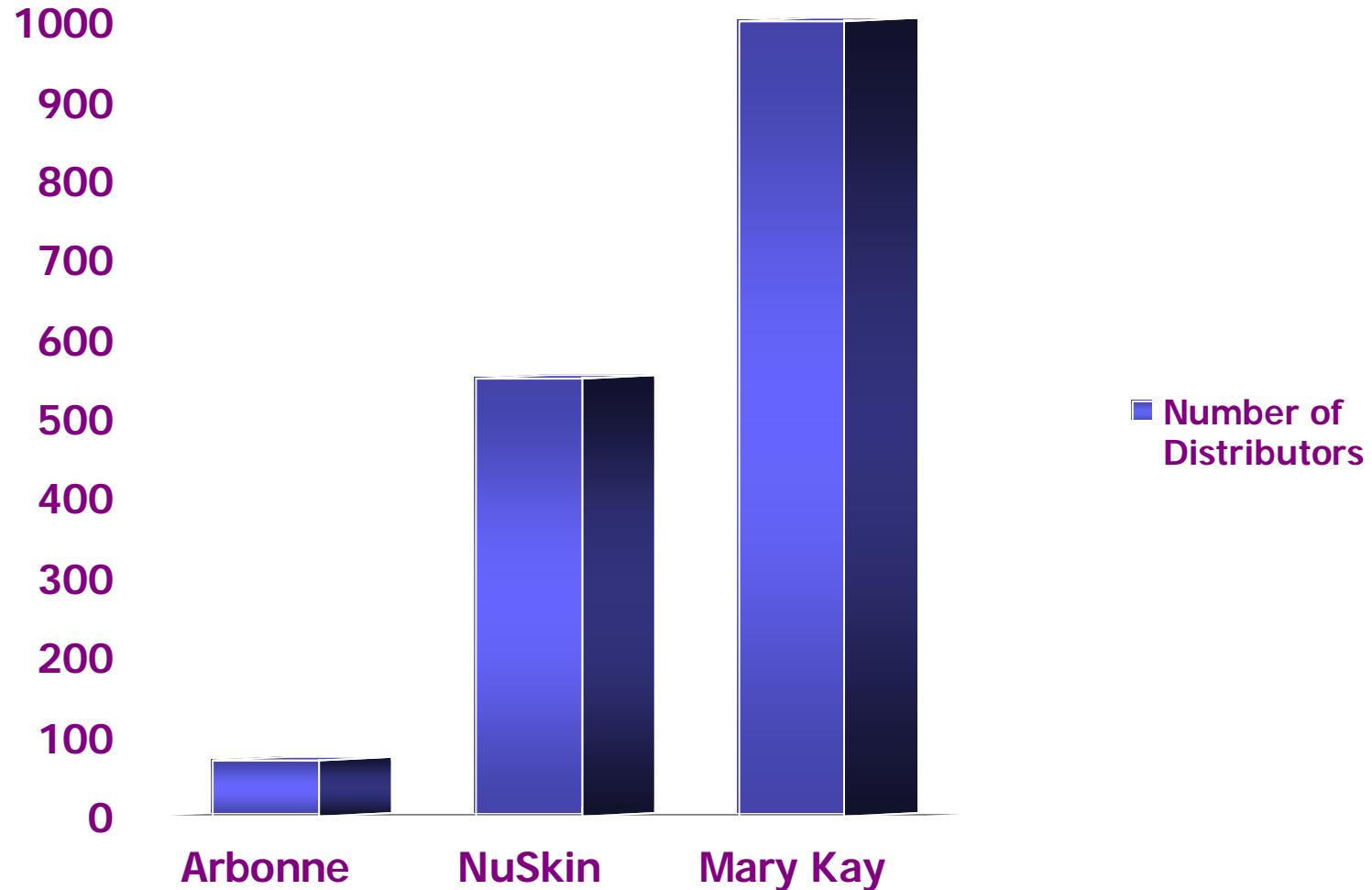
Arbonne's Timing

Arbonne is a privately held company, therefore the company doesn't publish their annual gross sales production. We do know that the company's recent growth this year is up 138% from last year.



Arbonne vs. The Competition

Approximate Number of Distributors



How Are You Compensated?



4 levels you can achieve in Arbonne...

1. District Manager (MGV \$2,500)
2. Area Manager (MGV \$10,000)
3. Regional Vice President (MGV \$40,000)
4. National Vice President (MGV \$160,000)

Which Would You Rather Have?

**\$2 million in cash
right now!**

or

**1 penny doubled
everyday for 30
days!**



If you took the penny doubled everyday for 30 days, you would have...

\$10,737,417



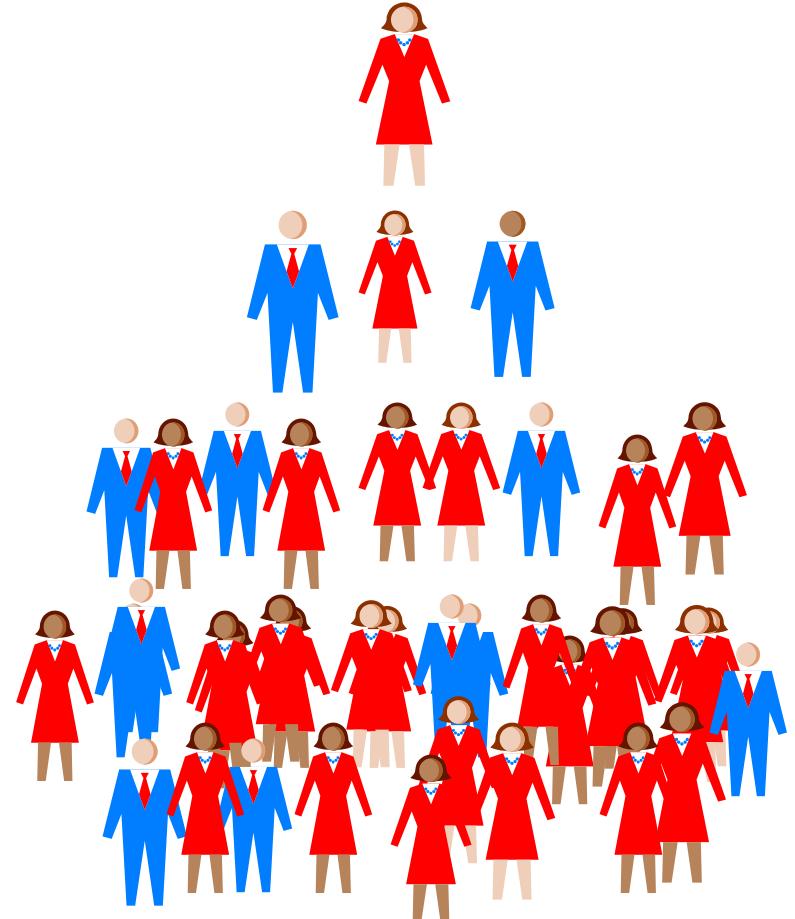
The Power of Duplication

I would rather have 1% of 100 people's effort, than 100% of my own...

J. Paul Getty

- Your 1st month you join as a business builder and follow our training system.
- Your 2nd month you find 3 people who do the same...
- Your 3rd month you help those 3 each find 3 people who do the same ...
- Your 4th month you will have 39 distributors in your organization!

If each works 10 hours a week-you can be paid on 390 hours per week!



The \$300 Rule

Let's say you have...

- \$80,000 mortgage
- \$10,000 car loan
- \$3,800 in credit card debt...

and you paid the minimum payment, it will take you 30 years to pay it off.

- If you added \$300 a month which you earned from your Arbonne business, you would be debt free in *8 ½ years.*
- You would then have an additional savings of \$100,000 in interest, which properly invested can earn you \$1.2 million in investments, instead of paying the debt in the traditional way.

Training & Support

In Arbonne, you will work with the greatest mentors, trainers and coaches in the network marketing industry.

We will teach you...

- How to present the business opportunity...
- How to present the products...
- We offer online web-based training...
- Weekly training conference calls...
- Local & national business meetings...
- National training conferences...
- Private 1 on 1 coaching....



The Timing is Right in Arbonne!

Is the Timing Right for You?

- Solid 24 year old debt-free company.
- Positioned in front of the baby boomers with products they want.
- Entering a momentum phase with less than 100K active distributors.
- An industry at \$200 billion and predicted to go to \$1 trillion over the next 7 years.
- Every 6 seconds someone starts a home based business in America.
- The launch of the Latin division is a ground floor opportunity.
- You have a team of professionals to train and support you, every step of the way.



Getting Started with Arbonne!

1. **Retail Client**- Our consultants will give you the best service!
2. **Wholesale buyer**- Membership is **\$29**-Save 35% to 50% off the retail price.
3. **Consultant**- Membership is **\$29** and purchase **RSVP** for **\$350** and get **\$700** worth of products of your choice.
4. **Business Builder**- Membership is **\$29**- & purchase **RSVP** for **\$350** and get **\$700** worth of products of your choice. We suggest you put aside **\$1,000** to **\$2,000** in working capital to properly establish your business within the next 6 months.



All Products have a 45 day
Money Back Guarantee.

Tell the Person Who Invited You...

1. I would like to try your products as a **retail customer**.
2. I would like to save money and become a **wholesale buyer**.
3. I would like to become a **Consultant** and purchase an **RSVP** (Right Start Value Pack).
4. I want to become a **Business builder** and purchase an **RSVP** (Right Start Value Pack) and get trained within 48 hours.



Arbonne Rewards...

Mercedes-
Benz
Bonus



Exciting Trips



Residual income



Paid Vacations

Getting Started Training

1. Compensation Plan...
2. Show Me the Money...
3. How to Get to District Manager Fast...
4. Tools for Success...Where to Find Them.
5. Q & A...

Compensation Plan

The 4 Profit Centers



Consultants

- **Earn up to \$2000 + per month**
- 35% to 50% on the retail product sales + 4% on personally sponsored consultants
- + bonuses.

District Managers

- **Earn up to \$1K + per month**
- 8% on personal & group volume
- + bonuses.

Area Managers

- **Earn up to \$5K + per month**
- an additional 6%
- + bonuses.

Regional Vice Presidents

- **Earn up to \$11K + per month**
- an additional 3%
- + bonuses
- + \$800 for a Mercedes Benz Allowance

National Vice Presidents

Earn up to \$50K + per month

- an additional 1%
- + bonuses
- + \$1,000 for a Mercedes Benz

These figures should not be considered as guarantees of income. Your actual income is in direct proportion to your individual efforts.

Show Me the Money \$\$\$

Placing orders



1. \$29 (membership only)
2. RSVP \$350 for \$700 (Right Start Value Pack)
3. Color Bonanza (\$1,319 Worth of Products for \$659)
4. Hostess Promotion (\$250-\$100/\$20)
5. Other Bonus Products (\$5, \$20, \$100/\$20)
6. Ways to Order (Phone, Fax, Online)

How to Get to *District Fast!*

Six Actions For Success Per Week...

Your Marketing Strategies:

- Six for Success Class/Party
- 1 on 1 (product or business)
- Business Opportunity Meetings
- Health Seminars
- 3-Way Calling (w/upline manager)
- Long Distance Sponsoring
- Appointment Based Distributors (doctors, salons, spas, chiropractors, health clubs, etc.)

Resource Websites

www.arbonne.com

www.gofigure8.com

www.myarbonne.com



Things you can buy with \$29:

Which would you choose?



- 2 movie tickets, drinks & popcorn
- Just released, hard-cover book
- 2 Top-10 music CDs
- A tank of gas
- A 1-year magazine subscription
- Two-weeks of gourmet coffee
- Your own Arbonne business

be your own boss | work from home | generous
pay plan & incentives | superior products |
unlimited income potential | Mercedes-Benz
car program | \$29 starts your own business!

ARBONNE
INTERNATIONAL
Independent Consultant



PURE SWISS SKIN CARE
FORMULATED IN SWITZERLAND • MADE IN THE USA
COLOR | NUTRITION | AROMATHERAPY

THANK YOU FOR COMING

*Whatever you
decide to do,
we wish you
the best of
success!*

