

30 Second Product Testimonial

It is important for you to have a 30 second product testimonial when you are talking about the product. Facts tell and stories sell. People like to hear personal testimonies because they can relate.

Take a few moments to answer these questions:

1. What was my first product experience like?
 2. What was going on with my own skin that the Arbonne products helped with?
 3. When did you notice a difference?
 4. What made you choose these products?
 5. What do you love most about them?
- Read the testimonials below.
 - Write your own testimonial in a similar format.
 - Now it is time to role play with a partner. Remember keep your testimonial to 30 seconds.

Example 1:

Before I joined Arbonne I had adult acne. Terrible Adult Acne. I had to wear a very heavy foundation to cover my blemishes. I tried every product on the market and saw Dermatologist after Dermatologist. I pretty much gave up on ever having beautiful skin! As luck would have it, I was at a luncheon with my family for Mother's Day and an Arbonne consultant had a booth and was offering an opportunity to try Arbonne's pure Swiss skin care products. I felt an immediate difference the minute I tried the product and in a few weeks, my skin was completely clear of any blemishes. That was 19 years ago. Today I am thrilled that Arbonne's New Advanced RE9 has my skin looking years younger! I absolutely love how my skin looks and feels! And I can't wait to tell everyone that I know that their skin can look just a fabulous! Thank you Arbonne!

Example 2:

Before using the Arbonne products I was very cautious about using skin care products. I had very sensitive skin and it reacted to most of the product lines I tried. The minute that I put these products on my skin I felt a difference, saw a difference and I could smell how pure they were. I'm very fortunate I found this line or should I say it found me. My children also have very sensitive skin and they benefit from having pure products to shower and wash their hair with. Arbonne is the only product we have in our home because it is the best.

ROLE PLAY Face-to-Face:

Your 30 Second Product Testimonial