

Opening for Group/Workshop

ROLE PLAY - Face to Face

"Hello Everyone, I'm Sandra! I want to thank you all for coming to our _____ tonight. I want to thank Audrey for putting this evening together. She is a special lady with very special friends. I enjoyed getting to connect and talk to each of you when you first arrived. Audrey and I are partners tonight and our mission is to educate you on these incredible products, pamper you and make sure you have fun and relax. How did the hand massage feel with the Salt Scrub? That was just the beginning of our pampering. Before we get started I want to officially thank Audrey for hosting tonight with this host gift. These products are part of our Sea Source Spa line. Audrey you are going to be able to pamper yourself a little bit every day with these. Just light a candle, run a bath and pretend you are at the spa! And this is just the beginning of your rewards for hosting tonight."

"Has anyone here tried the Arbonne products before? Great, are you still using them? You lost your consultant! Wow - well you are in the right place tonight. You won't lose me - I'm in for life! I was introduced to Arbonne through a sample pack. I had very sensitive skin and was having a hard time finding a product that would work for me. I really liked the way the product felt on my skin and clean it smelled. Then I used it on my 7 year old son and the little bumps on his skin went away. The product now had my full attention. I went to a presentation like this one and not only did I learn more about the product, I learned that there was also an income opportunity with Arbonne. I was working too many hours at my corporate job, I was underpaid, over worked and not very inspired. The worst part was I had no control over my schedule and I was missing out on some special years with my son. Something that the consultant at that presentation said stuck with me "the product will change your skin, the business will change your life." And it did. I'm so happy to be here with you tonight. I'm not sure if you are here just for the fantastic products or if you might be looking for a way to enhance your life. If you are, I have some information with me that you can take home tonight."

(if you had an on time drawing this is the time you would do it - draw ticket for those who arrived on time and give them a little gift - usually one of our mini products. You can send the on time ticket in the mail with the invite - this will ensure that they arrive on time)

"So, let's get started. Here is how the evening is going to go. We are going to have the educational part first, then you are going to get pampered - you get to try all of these products, after that I'll close and give you all the great deals - that will make your shopping experience even more fun. I'm going to meet with each of you individually so that I can answer questions and help you with your order. Okay, let's get started": **If you are doing a catalog presentation - give out the catalogue with the customer care form in it now.**

- *Go over the Arbonne Difference*
- *Walk them through each of the products in the category you are presenting. (this is where they get to touch, smell, feel, try - if this is a get healthy workshop/group - this is where they get to taste/try)*
- *After that we will shop*

(if you are doing a Swiss Skincare Workshop - see the Swiss Skincare Workshop Script under Presentations)