

Your Three Minute Story

- Your past life – Before I joined Arbonne
- How you were introduced to Arbonne
- What I love most about Arbonne
- The reason I'm excited

Become a Master Story Teller:

(Facts Tell – Stories Sell) Use glamour words, focus on emotions and passion part of your story.

The perfect story is 3 minutes or less:

- a) Before I joined Arbonne Iworked as a slave in corporate America and left my son with teachers and camp directors all day long.
- b) How was I introduced to Arbonne - a 5 day anti-aging sample pack - fell in love with the products - everything before Arbonne irritated my skin - couldn't wait to share it with my friends
- c) What I love most about Arbonneit has empowered me - my time, my skin, my finances and I get to share with other women - plant the seed of what it can do for them.
- d) The reason I am excited about Arbonne.....it changes people's lives - product changes skin the income opportunity can change your life.

Example 1:

When my kids were little, I was searching for a career that would allow me to make enough money to put my kids in private school, and still be able to stay home with them. At that time I was a Camp Director, I was an actress, I was teaching music at local nursery schools and was going to graduate school to get a business degree. Well my search ended in 1992, when I was introduced to Arbonne by way of a gift certificate at a Mother's Day Luncheon. I tried the products and almost over night, my adult acne cleared up. When I found out that there was an income opportunity attached to this amazing botanical skin care line, I made decision become an independent consultant with Arbonne, and it was one of the best decisions of my life! I'm thrilled to tell you that today, I really feel like I have it all. I've created a lucrative business working from home and the best part is that I get to empower others to create the same success that I have achieved!!

Example 2:

I always wanted to have my own business. I was working a lot of hours at my corporate job and I was a single mom with a small child. I was looking for a way to create a better schedule, create more time and more money. A friend gave me a sample pack of high end Swiss Skin Care products. I tried them and was completely blown away by the results, the purity and there was an income opportunity with the company. I feel like I have it all now - time, money freedom and the best anti-aging products on the market today. What is really exciting for me is that I now have a vehicle to help others who are looking for more like I was.

Exercise: Answer the questions above and then put together your 3 minute story.

Role play - face to face

- Get feedback!
- Practice over and over until it is easy and comfortable for you to share.