

**SPA PARTY  
PRESENTATION**

**FOOT SPAs  
and  
FACIALS**

Revised Sept 2012



# MAKE IT FUN!!!!

Start no later than 15 minutes after start time, party no longer than 45 minutes.

*(Remember this presentation is for group settings as well as one on ones. This is a very versatile presentation.)*

*Remember to make it your own. Please feel free to personalize it to meet your style.*

## GOALS OF PARTY: TRIFECTA

*SELL* products, *SCHEDULE* more parties, *SPONSOR* Preferred Clients and Business Partners

SET UP: Prepare catalogs with order forms inserted on page 14 (RE9 set page), Have client profile form on board with show specials on back, have two EOA stories near display area.

## DISPLAY IS BEAUTIFUL & SIMPLE



## MAKEUP DISPLAY



**PARTY TIPS** for you!

1) **Have a Giggle Meter.** Your parties are suppose to be FUN...all about the FUN! So, how does one tell if their parties are fun? Simple, if your girls at your party are LAUGHING, that is your FUN METER! If girls are giggling - they are having a great time...so, make sure you make your party GIGGLE!



2) **Sit on the POTTY.** WHAT? I'm serious...when the girls are in the bathroom before the party begins washing their face and putting on their masque, sit on the potty to visit with them! Let this serve you as your CONNECTION to each person that comes to the party.

Get to know them. There is something powerful about sitting on the potty looking up at the girls and visiting with them about their families, what they do for work, how many kids they have, etc.....you are connecting...you are making a friend in a very informal way. BE A FRIEND....and, if they seek you after the party for a hug...CONNECTION has happened. The potty helps this happen, afterall, you would sit on the potty to chat with your best girlfriend who was washing her face, right? (disclaimer, you are not using the bathroom, you have the lid shut, and, chatting away...lol!)

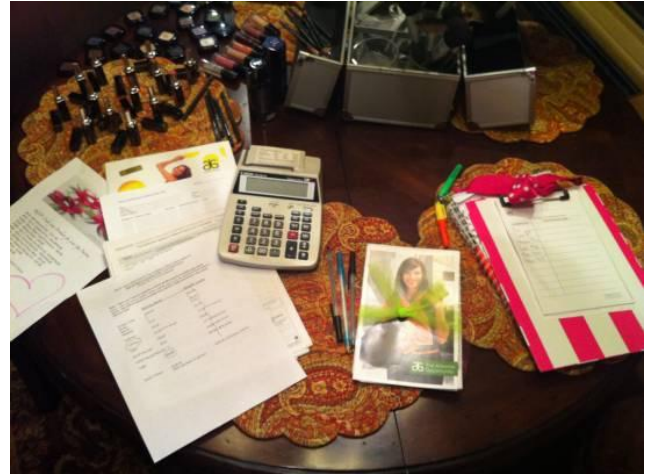


3) Use the most powerful word to ones ear. YEP, that's a person's name! So, make sure you learn each person's name at the party, memorize them....and, call on them BY NAME throughout your party presentation ---to show CONNECTION and FRIENDSHIP!

4) TRIFECTA TABLE it! This one is the BIG ONE! We all know we are to be at a party for 3 reasons: to get sales, to get Business Builders, and, to get party bookings. Since we know this is our GOAL for our PARTIES....let's adopt the name for this as a TRIFECTA PARTY - meaning you have NAILED your party and, fully had an ACE of a party! Don't waste your parties by not focusing on these 3 goals, keeping the main thing the main thing is what will grow your business. I often hear "I forget to do all of those"...so to help you with this:

TABLE IT!.... meaning, at the kitchen table place 3 STACKS to work through with each guest at the party.

Invite them to the kitchen one at a time to look at the cosmetics and match their foundation, while they are doing this, you will want to sit



down and work through your 3 stacks. Your 3 stacks look like this: SALES STACK: order forms, applications, calculator for orders to be placed

PROSPECTING STACK: this has your prospecting packets you will hand to them and ask them "will you be willing to hear more about Arbonne", then, give them the packet and book them for a coffee date in a few days!

PARTY BOOKING STACK: This stack has your open date calendar ---where you will ask every person one on one to do a get together with a few of their friends. And, AGAIN IF YOU DO ALL 3 OF THESE GOALS of a PARTY --- YOU HAVE A TRIFECTA PARTY! You are mastering the PARTY!

1. **Greet Guest.** *Be one of the crowd. Get to know the guests.*
2. **RE9 WASH.** *(When 2-3 guest arrive direct to bathroom).* Have guests wash face with **Re9 Smoothing Facial Cleanser followed by Detox Oil, followed by Detox Masque.** *Explain they will feel action on their face, feel a tingle just means product is working*
3. *While they are starting facial, you slip into kitchen and begin preparing foot bins.* Direct them to kitchen for snacks and then to make themselves at home in the presentation area.
4. **Give profile sheet** they can fill them out.
5. Put wash rags in a crockpot.

**Distribute spa bins with sudsy water** (use any Arbonne cleanser to make bubbles Baby Wash, Detox Wash or FC5 Body Wash).

Once everyone is seated with their feet in a bucket then,

**(Drop one scoop of the Unwind Bath Salts into everyone's bucket. Let guests smell it.)**

- Softens water. Softens your skin.

**YOU ARE READY TO START YOUR PARTY PRESENTATION, next card!**

You are going to have a BLAST tonight

Share with me how you know the HOSTESS

And, briefly tell me  
A Funny Story about her that I don't know.....

**SHARE YOUR WHY in 30 Seconds or Less – Make sure everyone can Relate:**

My name is \_\_\_\_\_

Tell about your family (married, kids, where you live)

Tell about first exposure to Arbonne

What did you think? What changed your mind?

**ASK YOUR POWER PUNCH QUESTION.....**

I'm excited to be here to share these fabulous products with you and at the end I'll tell you a little bit more about my story.

**A LITTLE ABOUT ARBONNE:  
HOW MANY OF YOU HAVE HEARD OF ARBONNE?**

**ONLY 1% of the UNITED STATES knows about Arbonne according to a recent study... we are GROUND FLOOR oppty with 32 years in business....we are groundfloor google --- we are groundfloor Microsoft Word! This is the oppty you have with this company as a home based business for you and your family!**

**Arbonne is 32 years old.**

**We have had amazing growth as a company. WE WILL be a billion dollar company!**

**We have gone GLOBAL – we are all over the USA ...and, now in UK, Canada, and Australia**



Let me share the ARBONNE DIFFERENCE...!  
we have over 300 – 400 different products!

**PURE SAFE AND BENEFICIAL that GETS RESULTS –**

Made in USA. Research and development – Switzerland Made in USA. Europe has stricter standards on health products and botanicals and more restrictions on their ingredients. **1100 chemicals banned in Europe**, all of which are in U.S. products.

Skin is our largest organ. Whatever we put on our skin absorbs in 26 seconds or less.

### **OUR FORMULATIONS ARE:**

- **Botanically Based**
- **Main Difference in our Products are they GET RESULTS!**
- **PH Correct.**
- **WE ARE A GREEN COMPANY, all packaging is recyclable.**
- **Hypoallergenic**
- **Never Tested on Animals**
- **Formulated without Animal by products or animal products – certified vegan**
- **Formulated without mineral oil same molecular structure a**
  - s motor oil; petroleum
    - **(Seals and preserves dryness into the skin, 2<sup>nd</sup> only to the sun in aging the skin)**
- **Formulated without dyes, chemicals or harsh fragrances**

**Finish Spas using Sea Salt Scrub on one leg and foot. I DON'T WANT TO JUST TELL YOU THE ARBONNE DIFFERENCE I WANT TO SHOW YOU *Have them feel the difference with each leg.***

**Scoop the Awaken Sea Salt Scrub.** Awaken essential oil blend includes coriander and lemon, avocado and sweet almond oil.  
Exfoliates dry and dead surface cells

**When guests are ready Have guests push bins to the side, DRY OFF feet**

**RE9 Firming Body Cream: apply to one foot – AGAIN ONLY ONE LEG! YOU WILL REMEMBER ME IN THE MORNING BECAUSE ONE LEG WILL STILL FEEL FABULOUS**

great for cracked, dry heels and toes.  
Greatly diminishes scars, stretch marks, sagging skin.  
Special blend of botanicals protect skin against free radical damage.  
extremely hydrating lotion.

***SHOW TESTIMONY PICTURES of the TUMMY and firm cream!***

***SIT BACK AND RELAX THE FUN IS NOW STARTING AGAIN!!!  
TAKE OFF MASK WITH HOT WASH CLOTHS.***

**Finish facials - JUST THE LEFT SIDE of face**

Okay Ladies, the products you are using tonight for our facial are from our **RE9 Advanced Anti Aging TREATMENT System**....RE is for RESULTS! You will see results immediately! This product **ADJUST** to all skin types!

CLINICAL STUDIES: visible results...83% reported increase skin firmness within 24 hours. **HOW MANY OF YOU WANT SKIN FIRMNESS?**

92% reported reduction of appearance in fine lines in 1 week

96% reported refinement of skin texture and smoothness within 1 week

**SO AGAIN I AM NOT GOING TO JUST TELL YOU, I'M GOING TO SHOW YOU THESE PRODUCTS GET RESULTS**

- 1 Already used the Smoothing Facial Cleanser** thoroughly cleans without drying
- 2 Regenerating Toner** Spray your entire face, This is our PH Corrector, closes pores
- 3 Instant Lift Gel "Model in a Bottle"** 6-8 hour face lift. Apply in upward motion to left side of face. Makes skin feel tighter and firmer (not included in set)

**4 Intensive Renewal Serum** is like a vitamin cocktail for your face. It feeds skin nutrients and repairs cells, reducing redness and wrinkles. It also prevents and lightens age spots, dry patches and eczema overnight, and diminishes scarring.

**5 Corrective Eye Creme** eye area different than any other skin. No fat – thin – easily damaged. Reduces puffiness, dark circles and fine lines use ring finger to apply

**6 Restorative Day Creme** SPF 20. Lightly Moisturizes and protects skin.  
OR YOU can choose an EXTRA MOISURIZING DAY CREAM.

**7 Night Repair Creme** **PUT A LITTLE ON CLIENTS WRIST** - We have finished the system, but I want you to feel the night cream – NO using the “two finger dip” in this night cream – we just use a little bit! It repairs your skin while you sleep – Like saying I’m sorry to my face at night!

**8 Collagen Support Dietary Supplement** Get Results TWICE as fast when using this supplement with Re9 Advance!

**9 Age-Defying Neck Cream** Firms and Tightens - You can select to ADD to your set  
***Look at difference in mirror.*** \*\* \*It takes 90 seconds to do the routine-same \*amount of time as brushing your teeth.

WE also HAVE **Anti-Aging COSMETICS!** It works synergistically with our skincare. IF ANYONE IS interested in a FREE COMPLIMENTARY Hollywood Makeover, I invite you to tell me so we can set a special time aside just for YOU!

Lightweight, Optilight Technology – light is diffused creates soft focus effect, skin looks flawless from every angle and it allows skin to BREATHE – light as air

**Makeup Primer** - 1 pump (*can try it on face, or on back of hand*) – this goes under your makeup for flawless finish and longer lasting makeup throughout your day.

**Our Foundation** – has a NATURAL BOTOX.....comes in Liquid, Tinted Moisturizer, and Mineral Powder  
**I WOULD LOVE TO COLOR MATCH YOU**

THE MAIN THING about our products is they GET RESULTS! Whatever they say they will do, they will do....guaranteed or your money BACK!

Our Product line includes: skincare for anti aging men and women, acne, basic skincare for the younger teens, nutritional line of vitamins, aromatherapy, fragrance, hair care, Seasource Detox in home spa treatment to rid toxins and chemicals while you bathe, and, a weight management line.

We have a 30 DAY GET FIT Program...everyone who has done has lost minimum of 10-15 pounds in the 30 days....if you are interested in a FREE consultation, I invite you to let me know so again, we can set aside a special time for you.

WE have now seen and experienced the PRODUCTS...and, they are amazing. But, some of you may have never realized how much income you can make with a Arbonne home based business. This may not be for you, but, please let me know if you know someone this could help. I want to share the income levels, so you have knowledge and can think about this for yourself or someone else: IF NOT FOR YOU JUST TUNE ME OUT FOR A FEW MINUTES

### **SLOW DOWN YOUR TALKING AT THIS POINT**

Just so you know there are four INCOME levels in our company:

1. 1<sup>st</sup> **District Manager** and that is **\$200-950/month** THAT'S a car payment, or a house payment for most people.
2. Next level is **Area Manager** average income goes up to **\$950 - 3400 a month** and, your business is willable to your family.
3. the **Regional Vice President** Level (the White Mercedes level) **\$3400 - 9000 a month**
4. The top level **National Vice President** - the average income is **16000 a month**.

**YOU CAN MAKE MOVIE MONEY OR FINANCIAL FREEDOM. PERSONAL INVITATION TO JOIN OUR TEAM, WE KNOW HOW TO HELP YOU BE SUCCESSFUL.**

**THERE ARE 3 ways to be part of Arbonne....**

- 1. Become a Business Partner - and, Earn income, like I shared...**
- 2. Or Become a Preferred Client - Pay \$20 to get a 20% discount for year**
3. Ladies if you are like me - YOU WANT IT ALL! You could do what your friend \_\_\_\_\_ did tonight and have a couple of your friends over for a girl time pampering! **Have a little get together.** 3-5 women for spa party, makeup party or detox 30 diet program party ---- **SHOW BOOKING GIFT**



*Can also play a booking game. Deal or No Deal - (see game attachment for instruction).....Seal the deal by putting names on Calendar...even tentatively.*



**Now it's time to shop**.....If you choose to be a preferred client, here are some special options for you.

***Go over show specials HOLD THIS UP to SHOW*** -

When you Signup for \$20 as a Discount member – a Preferred Client, you are eligible  
For our BEST DEAL that will give you the BEST SAVINGS.....It's what most PEOPLE DO!

It is our Ultimate Value Pack (*POINT TO THIS ON YOUR SHOW SPECIAL SHEET*)

**Select up to \$325 Retail Value and Pay only \$200**

**Plus Free Product of your choice from Selected List**

**FOR EXAMPLE: You can get the RE9 Treatment System today for only \$200!!!!**

When you are ready, I would like to help you one at a time in a Private Consultation so that I may better serve your individual needs. I will color match you with our natural botox foundation, address any questions and then assist you with your order during your Private Consultation time. I look forward to helping each of you (**Most common colors are rosy beige, neutral beige or honey beige**)

***PRESENTATION** of the party is over...now work the room, see next card.*

*Clean your spa bins waiting for customer to come to trifacta table. If no one is coming over to the trifacta table, invite them! Say "Sally, lets color match you"! KEEP CHARGE of the party.*

*PRESENTATION of the party is over... **TIME TO CLOSE** - USE OUR TRIFECTA SYSTEM*

Trifecta training call available at <http://www.kimhaler.com/callpartyseries.html>  
then select **Week 6: ENVP Tammy Clinton - Trifecta Parties**

Also watch The trifecta process on YOUTUBE: <http://www.youtube.com/watch?v=DbOYd6wmdmo>

*Work the TRIFECTA:*

**1. LOOK AT WHAT is on their wish list AND MAKE RECOMMENDATIONS OF PRODUCTS** Ask Can I go ahead and start helping you with your order?

**2. SUGGEST HOSTING A PARTY**

**PARTY BOOKING STACK** (*make sure you have talked throughout party about other types of parties they can book...this is on the presentation cards*)

So \_\_\_\_\_, Do you remember me talking to you about the nutrition tasting events, spa nights and Hollywood makeovers with your 3 or 4 of your friends? Which one did you want? (*while handing the open calendar clipboard – not your calendar, this*

*is overwhelming. You can get the OPEN DATE CALENDAR on [kimhale.myarbonne.com](http://kimhale.myarbonne.com) – consultant resources, print the open date document ---use a fun clipboard)*

### 3. **PROSPECTING STACK**

*You ask each girl “I have a gift for you. Would you be willing to hear a little more about Arbonne’s income?” (hold onto the package until she says yes. Don’t give it to her if she says no. – This can be as simple as the Arbonne Opportunity Brochure wrapped in a ribbon)*

*“Well Great!! Take this home and look it over. Are you available tomorrow at say 2pm for coffee?” (you need to have your coffee dates in your head so you can make the coffee look informal) IF THERE IS A DRIVING DISTANCE, or SCHEDULES hard to meet – then, go ahead and do the coffee date after this party! You can also offer a gift to attend the coffee date.*

*Talk to the HOSTESS about her HOSTESS REWARDS to finish up the party. And, let her know how many people signed up – and, if she is interested in making income with Arbonne, now is the time so you can place all of her friends under her.*

**ALSO ASK THE HOSTESS: WAS THERE ANYONE THAT WAS SUPPOSED TO COME TONIGHT THAT DIDN'T MAKE IT THAT I COULD GIFT?**