

HEALTHY BUSINESS — INSIDE & OUT

Income & Lifestyle Claims

At Arbonne, we're committed to a healthy business inside and out. Knowing how to share, post and talk about the Arbonne Business Opportunity is one aspect of having a healthy business. Following these examples from B.E.S.T. will help you build a solid, successful and compliant business. Remember to include the appropriate income disclaimer, which can be found in the Policies & Procedures. Always reference and provide a link to the Independent Consultant Compensation Summary (ICCS) at iccs.arbonne.com.

Here's a list of lifestyle claims to USE when sharing the Arbonne Opportunity:

COMPLIANT

1. If you sign up as an Independent Consultant and take the time and effort to grow the business, there are numerous income opportunities for you to earn.
2. At the VP level, Arbonne Independent Consultants can earn a Mercedes-Benz Cash Bonus to purchase or lease a beautiful white Mercedes-Benz.
3. Yes! I promoted to RVP and just earned the Mercedes-Benz Cash Bonus! I can't wait to pick out my car and have my Mercedes-Benz party.
4. Thanks to my amazing Preferred Clients, Clients, and my hard-working team, we just promoted to Nation!
5. I earn commissions when my product recommendations lead to product sales.
6. We all love recommending products, now just imagine earning a commission from the orders placed by your friends and family!
7. Here's a link to the ICCS. You can see the average amount of time it takes a person to promote through the compensation plan. You can also see the average compensation for each level.
8. What are your sales goals? How much time are you able and willing to dedicate to your Arbonne business to meet those goals?
9. Everybody is different. It takes time, dedication, skills, and effort to build an Arbonne business.
10. This is NOT a get-rich-quick scheme.
11. Arbonne has a sales and sponsoring system to help us build strong and sustainable businesses.
12. Do not reinvent the wheel, follow your upline's system and guidance to build a successful business.
13. I'm able to work my Arbonne business in the nooks and crannies of my crazy and busy life.
14. You can build an Arbonne business alongside your full-time job.
15. The remarkable thing about this business is time leverage. We earn commissions and bonuses through our own personal product sales and we also earn overrides and bonuses based on our team's product sales.
16. I promoted to NVP in five years. Because of my Arbonne business, I now have time freedom and financial flexibility.
17. Woohoo! Thanks to my Arbonne business, I earned level four of this year's Arbonne Incentive Trip. The reward? Accommodations for two at a luxury hotel!
18. I share with others how to purchase premium quality products from my Arbonne business or under their own Arbonne ID.
19. If you join my business, I can coach you and provide you with the knowledge and tools to help you build a successful business.
20. There is no investment required to start an Arbonne business. The only cost is the Consultant Starter Kit fee.
21. Arbonne has customizable Arbonne Special Value Packs (ASVPs) you can purchase depending on your finances and sales goals. These product bundles can be used for selling, product displays, One-on-Ones, Presentations, etc.

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Consumer protection laws and regulations, the Direct Selling Code of Ethics, and the Arbonne Policies & Procedures prohibit Consultants from making misleading statements or projecting guarantees. For more information, please refer to the Income Representations Policy in the Arbonne Policies & Procedures Manual.

Below is a list of lifestyle claims **NOT TO USE when sharing the Arbonne Opportunity:**

NON-COMPLIANT

1. If you sign up and become an Independent Consultant, you can get a free car.
2. I get paid for turning my expense into an income.
3. You're not a salesperson? Well that's good because I don't sell products. All I do is share and get paid for my recommendations. Where else can you find such an opportunity?
4. In a year from now you could make \$5,000 to \$23,000 a month by sharing health and wellness products.
5. This is the average VP pay and you can decide if you want to make more.
6. How many hours are you willing to work to make \$10,000 a month?
7. Join my Arbonne team and you too can be an NVP, retire your husband, and quit your corporate job.
8. You can promote to NVP by only working part-time hours (10–15 hours a week).
9. All you must do is duplicate your upline and you will be an NVP and earn a six-figure corporate income.
10. I can show you how to earn a million dollars.
11. If you duplicate what I did or what my upline did, you too can earn the income I'm making.
12. I work part-time hours for a full-time income.
13. It only took ENVP Sally Sue five months to promote to NVP — if she can do it, so can you.
14. I have a multi-million-dollar business. I can show you how to have one too.
15. After reaching NVP, you can sit back and collect your residual income.
16. Because of Arbonne, I make \$200,000 dollars a year and can afford a million-dollar home. Are you ready to join my team?
17. Because of my Arbonne business, I get to sit on the beach all day and drink skinny margaritas.
18. The NVP lifestyle is possible. All you need to do is duplicate your upline and you can have your dream home, live by the beach, work from home, and go on holidays whenever you want.
19. As Independent Consultants, we earn a lucrative income by simply sharing products and the Opportunity.
20. I'm not a salesperson. I don't sell anything, I offer solutions.
21. There is no secret to having a successful business. I simply showed the plan to 1,200 people who then showed the plan to 1,200 people and so on.
22. There isn't another industry that will pay you residual income for sharing products and the business opportunity.
23. If you treat your Arbonne business like a business and not a hobby, you can have financial freedom for you and your family.

ARBONNE MAKES NO PROMISES OR GUARANTEES THAT ANY INDEPENDENT CONSULTANT WILL BE FINANCIALLY SUCCESSFUL AS EACH INDEPENDENT CONSULTANT'S RESULTS ARE DEPENDENT ON HIS OR HER OWN SKILL AND EFFORT. YOU SHOULD NOT RELY ON THE RESULTS OF OTHER ARBONNE INDEPENDENT CONSULTANTS AS AN INDICATION OF WHAT YOU SHOULD EXPECT TO EARN. ACTUAL FINANCIAL RESULTS OF ALL ARBONNE INDEPENDENT CONSULTANTS FOR THE PRECEDING YEAR ARE CONTAINED IN ARBONNE'S INDEPENDENT CONSULTANT COMPENSATION SUMMARY (ICCS). YOU MAY VIEW THE INDEPENDENT CONSULTANT COMPENSATION SUMMARY ON ARBONNE'S OFFICIAL WEBSITE ICCS.ARBONNE.COM.

