

# 15 Minute Pop Up Zoom Event Script – with Slide Tips

## 1) Welcome

*\*(Welcome Slide)\**

***Introduce yourself (who you are, how you know host)***

- If you are launching a new consultant, edify them and tell their people how thankful you are that they are there supporting their friend.
- Thank host and ask host to share what they love about Arbonne/their favorite product
- Show everyone the chat by typing “welcome to the party” and ask them to enter their name and contact info so you can send them a gift for attending (that way they know how to use the chat).
- ***Briefly share YOUR STORY***
- Magic Wand analogy to group – “If I could wave my magic health wand, what area would you want to improve?’ (such as better eating habits, more sleep, more/improved exercise, improve skin, surround myself with more uplifting people, improve financial health, switch to cleaner products).
- Mention that our presentation is 15, but we will stay on to hang out and answer any questions after.

2) ***\*(Flourish Slide and play Flourish Video FIRST BEFORE VERBIAGE then Sustainability Slide, Approach Slide)\****

- Tell about Arbonne
  - **Company Description** - Arbonne is a 40 year old European health and wellness company founded in pure, safe, beneficial products.
  - **Certified B Corp** - this means we balance people, planet, and profit (we are in the top 25 for revenue and top 5 in health/wellness for all B corporations). There are 3100 B Corps in the world, and in US alone there are 25 million companies.

- **Mission of our founder** - to create a place where people could flourish through sustainable healthy living and a passionate community.
- **Holistic approach to health** - mind/body/skin are connected; we focus on healthy living inside and out.

### 3) *\*(Transparency Slide, Assorted Cleansers Slide)\**

- **Products**

- We have over 400 products across nutrition, skincare, cosmetics, hair care, bath & body.
- Products cover all ages (from baby through advanced aging) for all people (women, men, teens) and at a range of price points.
- It's a great one stop shop for all of your wellness needs.

### 3A) *\*(30 Days Slide)\**

- **Nutrition**

- All nutrition products are: vegan, non-GMO, cruelty free, kosher certified and free of soy, dairy, gluten and artificial colors and flavors.
- We have individual products as well as guided and supported nutrition programs (30 Days to Healthy Living, 15 Day Refresh, 10 Day Reboot) to meet your goals.
- If you are interested in more info on our 30 day or other programs, type "link" in the comments and I'll send you Tanda Cook's short video explaining the program.
- Nutrition supports a range of needs (energy, weight management, blood sugar stabilization, enhanced workout/athletic performance, Immunity, stress and other health goals).
- This is the spot to mention InnerCalm product and how it helps stress.
- Convenient (works well with busy lifestyle) and economical (smoothie is a complete meal for under \$3, even less than Ramen noodles!).

- Highlight products - Breakfast club - protein shake, fizz stick, detox tea (personalize and highlight three favorite daily products) (this is where you can mention bundles or add that slide if you'd like).

### **3B) *\*(RE9 Slide)\****

- **Skincare**

- Ingredient policy - we ban 2000 ingredients from all products (we go above European standards for safe personal care products), backed by clinical results (from third party clinical testing).
- Consider that your skin is your body's largest organ and what you put on your skin is absorbed directly into your body.
- Multiple skin care lines - we consult and customize to your age, skin type, needs, price point and what you are looking to replace or add in (we know you may be happy with what you are using but we have a wide variety of products to bolster your skincare routine).
- Highlight 3 products to use consistently for results: cleanser, eye cream, day cream/moisturizer.

### **3C) *\*(Cosmetic/Hair/ Botanique Slide/ 5 Minute Face/Rescue and Renew)\* - for 3C and 3D***

- **Cosmetics and Hair Care**

- Full line of cosmetics and True Hair line.
- Highlight favorite “Get Ready Go-To’s” (talk about 5 Minute Face or 3 favorite products such as cc cream, concealer, mascara, lip gloss, bronzer/blush).
- True Hair line (includes shampoo, conditioner, hair mask, styling products) – paraben-, silicone-, and sulfate-free.

### **3D) Bath and Body**

- Multiple lines to complement and enhance your personal care.
- Great for your own personal spa or gifts.
- Products include body/hand lotions, shower gels, scrubs, essential oils, bath salts.
- Highlight favorites (Botanique line - new shower gels, body butter, lip treatment) or Detox Spa Line.

### **3E) NEW PRODUCTS**

***MENTION NEW PRODUCTS and what are your favorites. Keep products near you and show after you stop sharing your screen. Don't forget to mention the free gift with purchase at the end.***

- **Social Sharing**
  - And to close guys, we build our business with social sharing methods that are fun, easy and educational, just like we're doing tonight.
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  - If you'd like more information about hosting your own fun Facebook event and getting some free and reduced-price products, or perhaps building your own stream of income, say MORE INFO in the comments below or DM (Host/New Consultant) and we'll be sure to connect with you.
  - So if anything I said intrigued you, and you enjoyed learning about our brand, we would love to show you how we build an online business.

### **4) \*(Thank you Slide)\***

- **Closing**
  - Thank you everyone! We want to be a resource for you, just know who we are and what we are about....
  - I would love to hear one takeaway from this evening! \_\_\_\_\_, can we start with you? (Pick a guest from the zoom and then have them chose the next person)
  - Offer free gift with purchase if order within 48 hours

- Be entered into a raffle by joining my VIP Facebook group (If you have one)
- Remind again to enter their info for follow up so I can send free gift

**\*\*\*\*\*Follow up is KEY....this is where you answer questions, help with orders, share about the business and ask guests to host based on THEIR goals.**