



Overview

- This class is the perfect blend of Arbonne's skin care, About Face Cosmetics, aromatherapy and Figure8 products. Keep up to date, learn new tips, and watch videos online at Krista's website, www.iyinow.com/prosite.
- This class may be used as a first or second exposure. Offer it to your current clients. Offer it to past consultants who have not been active. Offer it to those who have previously said "no" to hosting an Arbonne presentation. It is highly suggested that your client has already been exposed to, and/or using, Arbonne skin care products.
- To incorporate the skin care products, there are some options:
 - Give guests a sample packet prior to the class. Ask them to use the products and arrive with a clean face. Ask them to bring their empty sample pack to be entered into a drawing.
 - As guests arrive, let them wash their face with the cleanser, then apply the enzyme peel masque. Let the masque work while they watch the first part of the DVD. Then have them remove the masque and pass the other skin care products around for them to apply and give a very quick presentation.
- You are not applying make-up to your guests. You do not need to know how to be a make-up artist. Utilizing the *Impact Your Image* DVD does the work for you. You are their "guide".
- Teach only **one** eye technique at a class. The concept is to get others to book classes learning a different technique. Different eye, lip & cheek colors are recommended with the various eye techniques, so you will always be able to sell additional colors for eyes, lips, etc.
- **Think in Themes and Set the Mood** with décor, food, candles and music. Be creative if you like:
 - Audrey Hepburn Eye – David Wilson's music (European flavor); elegance; New York.
 - Casual Eye – think spring; flowers; light jazz music
 - Smokey Eye – flamingo guitar music; spicy food
 - V-Shape Eye – classical music

Schedule the Class

- Less is Best! You want a small group – only 2-4 people. Make it exclusive with limited seating.
- If possible, do this with a Consultant partner. It's a great teaching experience and also ensures each guest gets more attention.

Host Coaching

- Get the *Guest List* including names, addresses, phone numbers and e-mail addresses.
- One to two days prior to the class, contact each guest with a phone call and/or e-mail.

Invitations

- There is a color invitation through the Arbonne E-vite/Invitation program
- There are both print and e-mail versions of invitations at www.iyinow.com/prosite /Resource Library (you must use your registration to log in) for the different eye techniques.

Keep Things Sanitary

- Use a spray bottle of rubbing alcohol or www.origins.com brush spray to keep your brushes clean. You can also wash them in the Arbonne Intelligence Daily Shampoo with Tea Tree Oil. You can also lightly spray your color palettes with the Origins spray to keep them sanitary.
- You'll be using some of Arbonne's disposable make-up applicators.

Products You Need

- *Impact Your Image* [DVD](#) and television/DVD player, or laptop/computer
- *Impact Your Image* model book
- About face color palette or the Arbonne travel palettes (one travel palette can usually be shared between 2 guests), and other recommended About Face Color products, using the colors Krista recommends <http://www.ascendingwings.com/Color Palettes for Impact Your Image Events.pdf>
- NutriMinC® RE9® Skin Care – cleanser, toner, eye cream and day moisturizer.
- Optional: NutriMinC® RE9® Enzyme Peel and Wrinkle-Filler pen
- Wipe-Out Makeup Remover/cotton pads (helps get their mascara off if they arrive with makeup on)
- About Face Makeup Primer
- NutriMinC® RE9® Body Repair System or other body products on table for guests try.
- Daily Detox Tea or Figure8 ^{NGR}GO³ drink – allow guests to enjoy while watching the DVD. If you're doing a class in the middle of the day, you could also serve the Figure8 Chews.

Other Supplies for Each Guest

- Placemat (disposable) or use an "About Face" color brochure, open it up to the first inside page, and have it laminated. Or use one of Krista's "Webmag" issues and laminate it.



- Optional: If using the travel palettes, use the "Palette Map". Print this, fold or cut in half and laminate. It helps your guests know what colors to use.
- Mirror – can get larger ones inexpensive at stores such as WalMart.
- Washcloth or wet wipes – for their fingertips/hands
- Artist's palette – these can be purchased at any art/hobby store where they sell paints and brushes, etc. The

inexpensive, plastic ones are fine and can be washed/reused. Use the palette to dispense some of the products (use the disposable spatula for items such as the Cream Concealer or Lipstick): Foundation, loose powder, cream concealer, Lipstick, lip gloss. (I like using the f.y.i. Vogue lip gloss because you can simply squeeze a little out of the tube onto the palette.)



- Disposable cosmetic wedge/sponge
- Disposable Arbonne spatulas, eye shadow applicators, lip brushes & mascara brush. Q-tips – the style with a pointy end and a round end (used for concealer).
- Arbonne's Precise Brush Sets. We recommend each guest use the real brushes for best results. Clean brushes with the Intelligence Tea Tree Oil Shampoo.
- Concealer/Foundation brush if possible; found at drug stores
- **TIP:** Place these items in one gallon zip-lock bag per guest for easy storage. Set the items up at each place. After the class, have the guests put their used items in the bag for clean up later.

Literature for each Guest

- **Color Sell Sheet** which shows the Arbonne Difference and the Top 10 Products Krista Recommends, and the "eye" technique where you can write what colors to use. <http://www.ascendingwings.com/Color Sell Sheet.pdf>
- **Make-Up Order** form and Independent Consultant Application. This form goes pretty much in order the way the products are applied. There is space for you to write in the color names/numbers of various products. http://www.ascendingwings.com/Make-Up_OrderForm.pdf
- **Arbonne Product Catalog**

Guests Arrive

- Assist with skin care products if they have not used a sample pack prior. Do what works best for you (i.e. a quick "peel" party; or basic wash/tone/eye/moisturizer). If you are doing a quick presentation about the skin care, you can do this right as Krista talks about the importance of taking care of the skin [pause the DVD].
- Direct them to the area where you will be watching the DVD.
- Offer them a cup of Daily Detox Tea or nrgGO³ and/or whatever else you are serving.
- **Ask them to fill out the top of the Order Form.**
- Show them the *Impact Your Image* book of models (pages with gold background). Have them look at the book to identify with the model their skin tone/coloring is most like. **Ask them to write the name of the model on the order form.** This helps you recommend the right colors when helping them place an order.

PRESENTATION

- Introduce yourself and let them know this is going to be a fun evening.
- Share a brief "I Story"
- Tell them you want them to relax while watching *Impact Your Image* – to enjoy their Detox Tea or nrgGO³ – enjoy using body products on arms/legs.
- **Play the *Impact Your Image* DVD:**
 - Play from the beginning [Introduction / skin care / skin tone / selecting foundation] through the [foundation → concealing → contour & highlighting → cheeks → brows] sections. **When the DVD gets to the Casual Eye technique, pause/stop.**
- **Share the Arbonne Difference**
 - **Botanically-based, etc...** use a catalog to keep it simple
 - **OR DVD Option:** Use the Menu Button and go to the *What Do I Recommend* section

Make-Up Application

- Apply the Primer with cosmetic wedge [not on DVD]
- Go back on the DVD to the Foundation section.
- Start by helping them get into the right color of foundation (warm/neutral/cool/#)
- Show each step and pause the DVD as they apply their make-up. Do this through the concealer, contour, blush, etc.
 - Foundation – give guests 2 pumps of product into their palette or scoop a little of the mineral powder. Use the disposable cosmetic wedge for liquid / large fluff brush for mineral powder, and apply.
- Follow the DVD with the make-up application and the eye technique you're teaching.
- **Tip** Not in video – You may use Personalizer on top of cheekbones and any other highlight areas where Krista talks about the "tube concealer" which was our old wand concealer.

CLOSING AND SPECIALS

- Thank guests for coming – thank host againNow's the fun part for you to see how you can experience Arbonne with great savings tonight.
 - **Close** with the 3 Ways to Win – Client / Consultant Business Builder
 - **Ask** for bookings!
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- Meet individually with each guest / Place Orders / Wrap up with your host