



The Arbonne.  
Opportunity



# It's Your Time ... to Get More Out of Life.

The Arbonne Advantage is everywhere. We are at a point in time when our products have never been better, and the opportunity to sell them can result in a better life for anyone who chooses to get more out of life!

Every day, you'll reap the rewards of reaching out to others — helping them to feel healthy and look beautiful, and to be inspired to make Arbonne part of their lives as well.

It's time to go for it ... and get more out of life.

**It's your time, so join us!**



Kay Napier  
CEO

# ARBONNE®



## The Arbonne Advantage

Arbonne is a highly regarded, premium brand with a Swiss heritage. The products are healthy, botanically based and inspired by nature.

The Arbonne experience starts with changing the appearance of your skin, then it's about changing your life. Arbonne provides a generous compensation plan, an exceptionally nurturing support system, and caring committed leadership.

### **The Arbonne Advantage has several parts.**

- Our products
- Our business model
- Our people
- Our opportunity

Take a deep breath and look at your future. The opportunity that's sitting right in front of you just may turn out to provide you with the life you've always wanted.

### **Are you ready to learn more about Arbonne?**



## The Arbonne Product Advantage

Since 1975, Arbonne is the name that has come to define quality products and an unwavering commitment to both the environment and our customers. Our Independent Consultants have a special and important role. They exclusively distribute highly sought-after Arbonne products.

We know that when it comes to buying skin care, cosmetics and nutrition products, **the recommendations and advice from people you trust are important.** All Arbonne products are consumable. Consumable products are used every day, purchased regularly, and as a result generate more and more income. What this translates to for our Independent Consultants is loyal customers and repeat purchases.

**Arbonne products** are sold exclusively through **our network of Independent Consultants.**



pure, safe,  
beneficial™

Arbonne products are **dermatologist-tested and botanically based**. Arbonne offers premium-quality beauty, health and wellness products with targeted results. We employ consumer and clinical testing to reinforce our research and ensure our **proprietary formulas deliver unparalleled performance**.

Product  
Promise



To deliver pure, safe and beneficial products in line with our botanical tradition.

To learn more about the Arbonne products or to read our Ingredient Policy, go to [arbonne.com](http://arbonne.com).



**Traditional  
Retail**

**MANUFACTURER**

**WHOLESALER**

**Network  
Marketing**

**MANUFACTURER**

**INDEPENDENT CONSULTANTS**

# What is Network Marketing?



**Simply put, network marketing is a system that** channels goods or services from the manufacturer to the consumer through a “network” of independent distributors or Independent Consultants. It’s an incredibly effective system that cuts the cost paid to the “middle man,” offering you a higher earning potential.

**Imagine the freedom to live the life you dream of just by introducing people to products you believe in.** That’s the beauty of our business model. So many of our Independent Consultants have done just that — and have transformed their careers, their lives and themselves.



Arbonne is a Direct Selling Association (DSA) member company and follows the DSA Code of Ethics for direct sales companies. For more information, visit [dsa.org](http://dsa.org) or [directselling411.com](http://directselling411.com).



## Why does Arbonne sell our products via network marketing, and not in stores?

**People.** Our network of Arbonne Independent Consultants is as important to our success as our product formulations.

If you have the desire to share Arbonne, we are behind you 100%. For more than 30 years, our Independent Consultants have enjoyed the kind of support that only a company such as Arbonne can provide. With award-winning and effective training opportunities, marketing materials and programs, we keep you informed and poised for success!

# The Advantage is You

Knowing and loving our products are the only prerequisites for success as an Arbonne Independent Consultant. Our Independent Consultants are the face of Arbonne. They are living proof of the products' success, a trusted resource. So when your Clients look to you for service, all you have to do is look to us. The Arbonne Marketing, Distribution and Customer Service Teams give you the tools, training and programs to get you started and keep you going strong as your business grows ... and grows ... and grows!

Between our effective marketing materials and free online training programs, we help keep your focus on your Clients and your team.

For more information about our tools, trainings and programs, go to [arbonne.com](http://arbonne.com).



## Infinite Possibilities

How often are you offered the opportunity to make money, make a difference and have fun ... all on your terms?

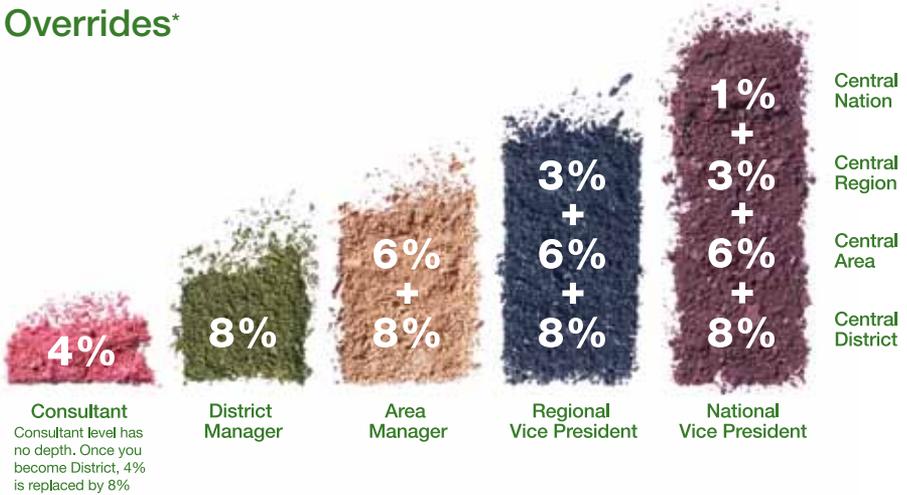
Arbonne Independent Consultants believe in the Arbonne products and vision, and enjoy the flexibility of a business tailored around their lives — not the other way around.

### **Arbonne Independent Consultants achieve success in 2 ways:**

1. Through **retail profit on sales** of products purchased at discounted prices from Arbonne.
2. Through **commissions, overrides and bonuses** paid on an Arbonne Independent Consultant's product sales volume and the sales volume of other Arbonne Independent Consultants on their team.

Full-time or part-time income? You decide.

## SuccessLine Overrides\*



## Success ... on Your Terms

We know you are interested in the bottom line: How much money does an Arbonne Independent Consultant make?

That figure depends on you. With traditional jobs, your boss determines when you get a raise or get promoted. But with Arbonne, your time and efforts determine your success. You are your own boss.

**You have direct control over your success!**



And, when you encourage others to realize their own dreams, your potential for income grows even more. As you leverage your time by helping to guide, mentor and train your team, you'll be compensated as their Arbonne business grows and their sales volume increases. The more successful your team members are, the more you are rewarded.

\*Please refer to the Arbonne SuccessPlan and Policies & Procedures Manual for more information.



# What could you do with an **extra** \$400\* a month?

Just to give you an example, look at how much money you can earn as an Arbonne Independent Consultant if you:

sell

**\$150 x 5** Clients

**\$150 x 4** Preferred Clients

sponsor

Sponsor one new Consultant to whom you sell a Right Start Value Pack (RSVP)\*\*

\$262.50 in retail sales to Clients

\$105.60 in Preferred Client commissions and overrides

\$59.10 in new SuccessLine Team commissions and overrides

**\$427.20\***

a month ... to start.

**\$5,126.40\***

a year with this same consistent monthly activity!

earn

\*These figures represent examples of the Arbonne earning opportunity. There are no guarantees regarding income and the success of each Arbonne Independent Consultant depends on his or her own skill and effort. For full details, please refer to the Arbonne SuccessPlan and the summary of Independent Consultant Compensation published at [arbonne.com](http://arbonne.com) > The Company > Corporate Information > Independent Consultant Compensation Summary.

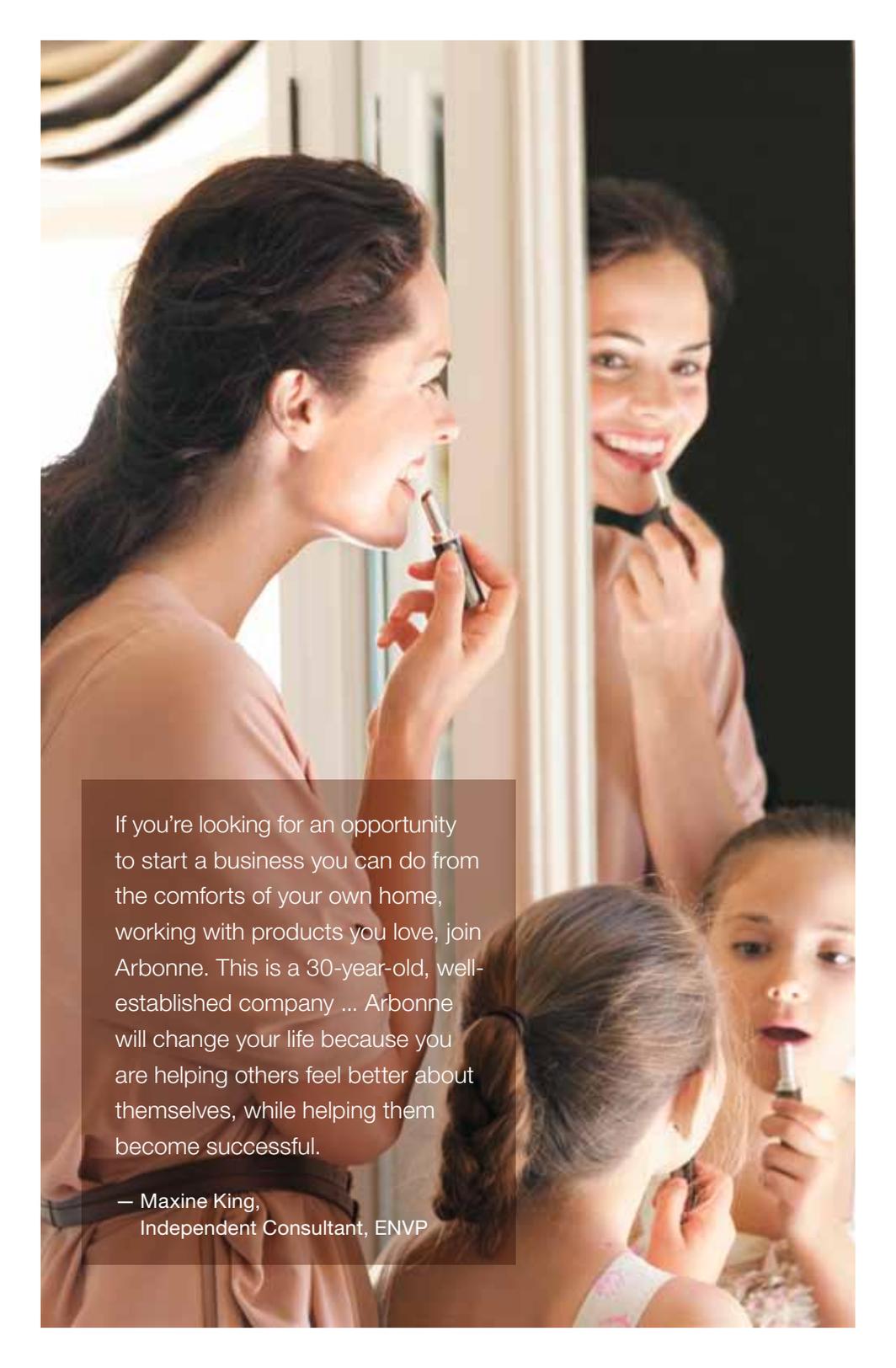
\*\*Right Start Value Pack; up to \$700 SRP of products for \$350. Available to new and renewing Consultants.



## What's In It for Me?

We've already told you about some of the reasons to join Arbonne as an Independent Consultant, but if you're looking for the **bottom line**, here it is ...

- 35% profit on your personal retail sales
- 15% Preferred Client Commission on all sales to your Preferred Clients
- Your income increases as you promote yourself through the Arbonne SuccessPlan
- No need to carry inventory — Arbonne ships directly to your Clients
- FREE credit card processing for your and your Client orders
- Unlimited territories — Independent Consultants may sponsor and sell in any country Arbonne operates
- Jewelry, trips and more as recognition for your success
- Management programs, including life insurance
- Arbonne Vice President participation in the Mercedes-Benz Cash Bonus Program

A woman with dark hair, wearing a light pink robe, is shown in profile, smiling as she applies lipstick. She is looking into a mirror. In the foreground, a young girl with her hair in a braid is also applying lipstick, looking towards the camera. The scene is set in a bathroom with a window and curtains visible in the background.

If you're looking for an opportunity to start a business you can do from the comforts of your own home, working with products you love, join Arbonne. This is a 30-year-old, well-established company ... Arbonne will change your life because you are helping others feel better about themselves, while helping them become successful.

— Maxine King,  
Independent Consultant, ENVP



# Now's the Time!

**Get started and experience the Arbonne Advantage today as an Arbonne Independent Consultant:**

- Start your own business for just \$79
- Share Arbonne products with those you know and earn profits on your retail sales
- Share the Arbonne Advantage with others and grow your business
- Enjoy a 35% discount on your own purchases
- Build a solid customer base and a strong, stable foundation for your business with consistent Arbonne Special Delivery™ orders
- Participate in incentives and management programs
- Receive incredible rewards and prizes for your accomplishments





## Arbonne is the most fun you'll have earning a living!

Change your life and the lives  
of others by sharing extraordinary  
products and an exciting business  
opportunity with them.

The natural act of sharing  
what you love builds your  
Arbonne business.



To learn more about the Arbonne  
opportunity, and to start experiencing  
the Arbonne Advantage for yourself,  
contact the Independent Consultant  
who shared this brochure with you.

1.800.ARBONNE | [arbonne.com](http://arbonne.com)  
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THERE ARE NO GUARANTEES REGARDING INCOME, AND THE SUCCESS OR FAILURE OF EACH ARBONNE INDEPENDENT CONSULTANT, LIKE ANY OTHER BUSINESS, DEPENDS ON EACH ARBONNE INDEPENDENT CONSULTANT'S OWN SKILLS AND PERSONAL EFFORT. YOU SHOULD NOT RELY ON THE RESULTS OF OTHER ARBONNE INDEPENDENT CONSULTANTS AS AN INDICATION OF WHAT YOU SHOULD EXPECT TO EARN. ARBONNE PUBLISHES A SUMMARY OF AVERAGE QUARTERLY COMPENSATION THAT IS PAID TO ARBONNE INDEPENDENT CONSULTANTS. THE AVERAGE OVERRIDE AND BONUS PAID TO ALL ACTIVE ARBONNE INDEPENDENT CONSULTANTS IN THE UNITED STATES AND ITS TERRITORIES WAS \$51.85 PER QUARTER AND \$207.42 ON AN ANNUALIZED BASIS. DURING THE FOUR QUARTERS IN 2010, AN AVERAGE OF 23,616 ACTIVE ARBONNE INDEPENDENT CONSULTANTS (4.1% OF ALL ACTIVE ARBONNE INDEPENDENT CONSULTANTS) IN THE UNITED STATES AND ITS TERRITORIES RECEIVED AN OVERRIDE OR BONUS CHECK FROM ARBONNE. THE AVERAGE QUARTERLY OVERRIDE AND BONUS PAID TO ACTIVE ARBONNE INDEPENDENT CONSULTANTS IN THE UNITED STATES AND ITS TERRITORIES THAT QUALIFIED FOR AN OVERRIDE AND BONUS CHECK WAS \$1,256.27, OR \$5,025.08 ON AN ANNUALIZED BASIS. THIS INFORMATION IS UPDATED ANNUALLY AND CAN BE VIEWED ONLINE AT [ARBONNE.COM](http://ARBONNE.COM) > THE COMPANY > CORPORATE INFORMATION > INDEPENDENT CONSULTANT COMPENSATION SUMMARY.