

## HOW TO SET UP YOUR RE9 KITS

1. Take all of your products out of the boxes
  2. Pre-pump all of the bottles. There is air in some of them and it may take a few pumps to get them working. It is very important to do this. We want to make it VERY EASY and inviting to use our products. If our prospects cannot work them with ease, they will not use them.
  3. All of the pumps are sanitary except for the night cream and neck cream. The night cream should be put into small disposable containers. The containers can be ordered on ebay. Order **Cosmetic Sample Jar - 3 grams Clear w/White Lid you can get 100 for about \$15, and share them with your team.** When you are putting night cream in the containers ONLY PUT ENOUGH FOR 3 DAYS!! You do not want to waste any of your product. Our products are VERY concentrated and they will go a long way.
  4. Make or buy tester stickers on top of the bottles. Order RE9 step labels on Arbonne.com, Shop Online, Boutique. The stickers should be placed on the TOP of the bottles or can be placed on the front of the bottles in an area that is not covering up any words.
  5. Make sure you put direction cards in all of your kits and *LAMINATE THEM*.
  6. Presentation is EVERYTHING. By laminating your direction cards they will stay clean and professional looking. You can bring them to Staples and have them laminated-they will do it for you. It is VERY important to have the direction cards. Our products have many steps. If our prospects do not know how to use them, they won't.
  7. Buy 1" key rings at Staples, laminate your Name Card from WIWN site (or use your business card with a sticker of a PRERECORDED Arbonne opportunity phone number on the back of your card). Punch a hole in, put it on the key ring and hang this off of the top of your kit. You ALWAYS want every person that has your kit to have a number to DISCOVER ARBONNE!
- \*\*\*\* Add and laminate the What to Expect/Toxic Burden flyer. This will help educate your client and what to expect when using premium anti-aging products that are safe, pure and beneficial, especially if they have sensitive skin. You can locate the NAME CARD and WHAT TO EXPECT/TOXIC BURDEN FLYER under GETTING STARTED tab in WEALTHINWELLNESSNATION.COM site.
9. The presentation of your GOLD BAG is KEY!! You want to be seen as a professional. We sell SUPERIOR skin care and WE are the messenger. Those kits are OUR EMPLOYEES. They are working for us when we are not there. You can add samples from other products in your gold bag as well, Genius, Primer, FC5, Sea Source Spa etc...just be sure to explain how to use them.

10. When your kits come back, you want to get them ready RIGHT AWAY for the next person to use it. Wipe down all of your bottles with a sanitary wipe, throw out the disposable night cream container and refill a new one. Make sure your kit is PRISTINE before you give it to your next prospect. If your bottles or lids fade or your bag gets dirty or DO NOT GIVE IT OUT!! You can put your bag in the top of your dishwasher and it will come out great. If that does not work ORDER A NEW GOLD BAG. DO NOT GIVE OUT FADED BOTTLES OR LIDS. ORDER NEW PRODUCT (you can use up the faded ones!). **Always remember your kit REPRESENTS YOU!!**

This is our SIGNATURE PRODUCT!! You ordered these kits to NEVER have them in your home. If they are out, YOU ARE MAKING MONEY!

When you give the kit to someone, IMMEDIATELY schedule an appointment to pick the kit up in 3 days (or less if you prefer). You are a PROFESSIONAL, so schedule the appointment in and FOLLOW UP! You don't want people having your kits for extended time.

GO BUILD A TEAM!

***Refer to this document make sure your new business partners duplicate!***