

TIPS FOR USING BEFORE AND AFTER PHOTOS:

People purchase Arbonne products because they want results. When we can show them dramatic, real-life before and after photo testimonials, they know what they can expect, and they can't wait to get started.

These photos are powerful and easy to use:

- Print each photo in color. If you have the choice of portrait or landscape orientation, choose portrait.
- Laminate each photo. They look more professional and last longer this way. (Kinko's will do this quickly and inexpensively)
- Carry all photos with you to presentations and pass them around, touching briefly on each product. These photos help to further validate all of the information that you have gone through so far, and they help to keep interest high for the rest of the presentation.
Suggestion on when to use: After you have talked about your favorite products or at the end of the presentation.
- Leave photos out where people can access them after the presentation while they are shopping and you are meeting with individuals.