



L'BRI...

*A Beautiful
Way to Live*



L'BRI
PURE n' NATURAL



Get to know your prospect.

Sponsoring is all about building a relationship and getting to know what tugs at your prospect's heart – her needs and desires. If your prospect came from a Show where she shared what she would do with an extra \$1,000 a month, begin your conversation by saying...

"At Diane's Show you mentioned that you would like to pay off some bills if you had the extra income coming into the household. What I'd like to do today is share with you exactly how L'BRI can help you with that."

If your prospect did not come from a Show and you do not yet know what 'tugs at her heart', begin the conversation by asking the questions below. Be sure you LISTEN carefully to each answer. Sponsoring is all about being a good listener and building a relationship.

"Tell me a little bit about your lifestyle."

- Do you work outside your home?
- What do you enjoy most about your job?
- What do you like to do in your spare time?
Have you ever had your own home-based business before? If so, how was your experience?
- So let me ask you...What would you do with an extra \$1,000 a month?



What Would You Do With An Extra \$1,000 A Month?

- Pay off some debt?
- Take your family on a luxurious vacation?
- Buy a new wardrobe?
- Buy new furniture?



The questions on this Card will help YOU discover what is most important to your prospect. They will also help HER dream and begin to see some of the possibilities L'BRI could bring into her life.

If your prospect says she would like to pay off some debt, ask her:

"How would you feel when you have no more debt? What would you do then with the extra income?"



**What Would You Do With
An Extra \$1,000 A Month?**

- Pay off some debt?
- Take your family on a luxurious vacation?
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If your prospect says she would like to go on a luxurious vacation, ask her:

"Where would you love to go?"

If your prospect says she would like to buy a new wardrobe, ask her:

"Where do you like to shop?"

If your prospect says she would like to buy new furniture, ask her:

"What pieces would you buy first?"

With each answer simply smile and say:

"L'BRI can certainly help you with that!"

Do You Have Job Security?

- Companies are downsizing
- Companies are moving overseas
- The economy forces companies to lay-off employees



If your prospect has a traditional full- or part-time job, discuss the economy and job security.

"We'd all like to think that we have economic security in our lives for ourselves and our family. However, job security no longer exists in today's world. I'm sure you would agree with that. Companies are moving overseas and the economy forces companies to lay-off employees."

If your prospect does not work outside the home, discuss how nice it would be to have some extra monthly income coming in.

If your prospect has only one stream of income coming into the home, discuss the benefits of having a second stream of income. Ask what might happen if all of a sudden her primary stream of income went away?

"So how can a L'BRI business provide you and your family with financial security?"



Do You Have Job Security?

- Companies are downsizing
- Companies are moving overseas
- The economy forces companies to lay-off employees

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Product
expenses
Budget
wage

2

A L'BRI Business Is Secure

- L'BRI products are economy proof
- You can't get laid off or downsized
- You're in total control
- You can choose to add a little extra to your household income, replace your current salary or build a six-figure income simply by helping others have a better life



“Women everywhere want to have younger and healthier looking skin and they want products that are safe, pure, natural, effective and affordable – regardless of the economy. Most women believe skin care is an essential purchase – like toothpaste and deodorant.

“Because you are your own boss, you can’t get laid off or downsized. You’re in control.”

“You can choose to make a little extra money; replace your full-time salary or build a six-figure income – simply by helping others have a better life.”

“A L’BRI business can provide economical security for many reasons and it all starts with our products.”



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People LOVE L'BRI Products



- People love L'BRI Products!
- L'BRI offers a wide variety of anti-aging skin care products that really perform.
- As a L'BRI user you already know how wonderful L'BRI products are. What do you love most about them?
- You will find that sharing L'BRI products with others is very rewarding.
- Your customers will see incredible results. As they see their skin becoming healthier and younger looking, it will be very natural for them to tell others about you and L'BRI!



L'BRI Skin Care Products Are

- Aloe Vera based —
Aloe is the first Ingredient
- Created using only the best ingredients
- Powerful anti-aging solutions
- Safe, pure, effective & affordable
- Developed by Founder Linda Kaminski, with over 30 years experience in the skin care industry



“L’BRI uses Aloe Vera as the very first ingredient in all of their skin care formulations.”

- Most other skin products use water as the first ingredient.
- Aloe is a natural skin healer and exfoliant.
- Aloe is also known for its anti-inflammatory properties.
- L’BRI products have helped thousands of people with skin issues such as eczema, psoriasis, rashes, and acne.

“L’BRI uses only the finest pharmaceutical grade ingredients. That is why they produce such outstanding results. Each ingredient was carefully selected to provide superior results; and that is why people reorder L’BRI month after month and many remain life-long customers.”

“In summary, L’BRI products are safe, pure and natural, effective and affordable.”

An advertisement for L'BRI Skin Care. The background is a soft-focus image of a green Aloe Vera leaf with a single drop of gel falling from its tip. On the left, there is a vertical green bar with the L'BRI logo and the text 'PURE IT NATURAL'. The main text is in a bold, black, sans-serif font. A bulleted list of five points is on the right. The number '5' is in the bottom right corner.

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L'BRI Skin Care Products Are

- Consumable; customers re-order again and again
- Taking the anti-aging product market by storm
- At the fore-front of products that effectively and affordably make skin look younger

Great news! Sales of anti-aging products are BOOMING! Currently sales are over \$80 Billion/year and rising. L'BRI is at the right place at the right time.

“L’BRI products are consumable which means that your customers will order from you again and again. As you begin to build your customer base, you can easily earn hundreds of dollars of income from reorders every month. That’s one of the benefits of working with skin care products. When your customers run out of products, they will want more which insures you of a consistent monthly income.”

“L’BRI is a leader in anti-aging products. In addition to Aloe, vitamins, botanical extracts and sea weeds, L’BRI uses a variety of powerful anti-oxidants and anti-aging ingredients such as peptides in their formulations. Everyone wants to look younger. Consumers spend over \$80 billion a year on anti-aging products!”

“These are very important things when considering starting a business – the ideal business is one with products that are in demand and products that have the potential for repeat orders.”

The advertisement features a vertical green bar on the left with the L'BRI logo and the tagline 'PURE IT NATURAL'. On the right, there is a close-up of an aloe vera leaf with a single drop of gel falling from its tip. The text is centered and includes a title, a bulleted list of benefits, and a bolded 'Great news!' section with market statistics.

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Company Background

- Started in 1998 by Linda & Brian Kaminski, in their home
- Linda introduced L'BRI through samples and holding in-home shows
- Today L'BRI is a debt-free, multi-million dollar company with tens of thousands of satisfied customers from coast to coast



“After being Consultants for many years with other skin care companies, Linda & Brian started L’BRI in their home. With over 30 years of experience in the beauty industry, they built L’BRI into a multi-million dollar company that is debt free – it’s a very secure and successful company.”

“Linda introduced L’BRI through samples and holding in-home Shows, just like we do today.”



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Company Background

- Despite the economy, L'BRI has been experiencing record growth



"We are very delighted about the fact that despite the economy, L'BRI has been experiencing record growth the past few years. In this economy, very few businesses are able to say that."



Company Background

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How Are L'BRI Products Sold?

- Products are sold to consumers through independent L'BRI Consultants
- By offering product samples
- By in-home Show demonstrations
- Personal relationships
- Power of the Internet



Review how products are sold.

"Today there are many ways that you can introduce customers to L'BRI and build a successful business."

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Your Opportunity to Partner with L'BRI

- Do you see how easy L'BRI products are to sell?
- You don't have to be a sales person
- Consumers get to try the products first, so the products sell themselves
- Consumers want and need L'BRI products
- Customers will thank you for introducing them to L'BRI
- You can offer a better product that will most likely cost less than what they are currently using

“Now you too have the incredible opportunity to partner with L’BRI. L’BRI can be a vehicle that helps you achieve your dreams and goals.”

Review the bullet points on the card with your prospect.



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Your Opportunity to Partner with L'BRI

- Here is your opportunity to join us on our exciting success journey
- L'BRI is a proven company, with proven products and a proven opportunity plan
- Join us and improve your quality of life!



"Here is an opportunity for you to join us. You don't have to ask yourself; does this work? For over a decade L'BRI has proven to be a growing company, with products that work and an opportunity plan that has helped people reach their dreams and can help YOU create the lifestyle of your dreams, too!"



Your Opportunity to Partner with L'BRI

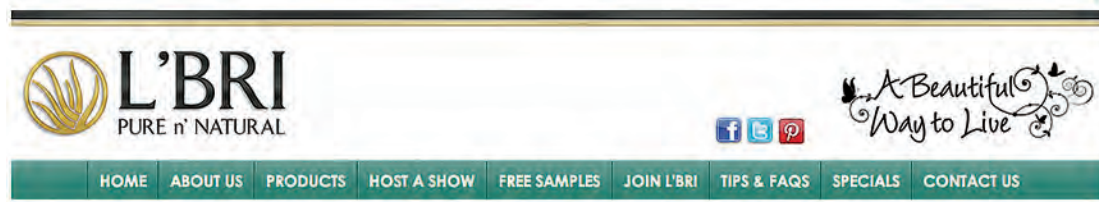
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Benefits of Becoming a L'BRI Consultant

- Free Hostess program
- Great Product Sample program
- Free product catalogs and flyers with customer's first order
- Your own L'BRI website
- No inventory to keep or deliveries to make



"There are many benefits of becoming a L'BRI Consultant."

Briefly explain each of the bullet points on the card.

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SAMPLE Program

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Home | Sample | Products | Meet & Mingle | Free Samples | Local Link | Sign Up | Privacy | Contact Us

The Beauty of Long to Live

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L'BRI Consultant Rewards

- Flexibility to work L'BRI around your busy lifestyle
- Earn \$500, \$1,000, or more a month part time
- Earn full time income — \$30,000, \$50,000, \$100,000 or more per year
- Earn residual income from repeat sales
- Get paid weekly



"As a L'BRI Consultant you can easily work your L'BRI business around whatever is going on in your life."

"You can earn a part time income of \$500 to \$1000 a month or a full time income of \$30,000, \$50,000, \$100,000 or more a year."

"You decide on how much income you would like to earn. With L'BRI there truly are no limits."



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L'BRI Consultant Rewards

- Make new friends
- Recognition for your efforts
- Earn free vacations to exciting destinations
- Earn a free car with car insurance



"In addition to earning an above average income, you will find that you will make new friends and receive recognition for your efforts."

"You can earn FREE trips each year to exciting destinations. Imagine what it would be like to be whisked away to somewhere wonderful and enjoy a luxurious vacation."

"Imagine earning a L'BRI car! Drive a brand new car and not worry about how you'll make the monthly car payments. And every three years you can get a brand new car to drive!"

"Which of these benefits is the most exciting to you?"



L'BRI Consultant Rewards

- Make new friends
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- Earn free vacations to exciting destinations
- Earn a free car with car insurance



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How Much Money Can You Make?

- Earn \$100 + for every Show* you hold
- Earn 20% to 45% on all product sales



**Based on an average Show of \$500 in sales*

“So, how much money can you make? That is entirely up to you. There truly are no limits to how much income you can earn each and every month.”

“On average, you will earn \$100 for every Show you hold. A L'BRI Show lasts about an hour and a half to two hours. That's approximately \$50.00 an hour and, depending on the sales of your Show, it can be even higher. That's a pretty nice income for two hours of work. Actually it really isn't work; it's a lot of fun – you're socializing, making new friends and helping others have more beautiful skin.”



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*Based on an average Show of \$500 in sales

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Training

- L'BRI has a complete and proven training program to help you succeed
- L'BRI will teach you everything you need to know to be successful
- L'BRI University — online product knowledge training
- You are in business for yourself but never by yourself



"L'BRI is in business to help US succeed. If you have never done anything like this before, don't worry. We will teach you everything you need to know to be successful. L'BRI offers a variety of effective training programs."

"You can learn all about the product through our online L'BRI University where you can become a certified skin care specialist. It's so simple to learn!"

"There's training on how to do successful Shows and how to build a team."

"You can take advantage of conference calls, online training, and various workshops and conferences. We even have a yearly National Convention."

"You really are in business FOR yourself but never BY yourself. It's a great feeling to know that you will be supported each step of the way. It will be fun working together, and I'll do everything I can to help you succeed!"

"Some people wonder how they will get started; how they will get customers. It's quite simple. Jot down a few names in each category that I mention: 3 friends, 3 relatives, 3 acquaintances – people you work with or do business with, 3 neighbors, 3 people you know through your kids, 3 Facebook friends. These are just some of the first people who will love finding out about L'BRI!"



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- L'BRI will teach you everything you need to know to be successful
- L'BRI University — online product knowledge training
- You are in business for yourself but never by yourself



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How To Get Started Choose Your Showcase

- Full Showcase
- Valued at over \$900
- For only \$350
- Opportunity to earn your \$350 back, so there is **no cost** to you



"You'll want to select one of our Showcases that includes all the products and supplies you'll need to get started successfully."

"In our Full Showcase you will receive full-size skin care products as well as glamour products, plus a beautiful, professional rolling case." (Refer to the Showcase flyer on the Card.)

"This Showcase has a retail value of over \$900. L'BRI makes it available to you for only \$350, which is a huge value. Where can you go today and start a business for only \$350.00?"

"You can also earn this Showcase for FREE so there is no cost for you to start your own L'BRI home-based business."



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- Opportunity to earn your \$350 back, so there is **no cost** to you



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How To Get Started

Choose Your Showcase

- Skin Care Showcase
- Valued at over \$350
- For only \$135
- Opportunity to earn your Completer Kit for free — a \$500 value



"Our Skin Care Showcase will supply you with a variety of full-size skin care products but does not include any glamour items, anti-aging serums or the rolling case."

"This Showcase has a retail value of over \$350. Your cost would only be \$135."

"With this Showcase you would have the opportunity to earn the Completer Kit which is valued at \$500 for free. The Completer Kit contains the glamour products, anti-aging serums and the rolling case that come with the Full Showcase."

"Personally, I'd like to encourage you to select the Full Showcase. You'll find that once your customers try the skin care products, they will automatically want to try the glamour products as well. Plus, don't forget, you can earn the \$350 back for your Full Showcase and virtually start for free! We'll show you how you can do that."



How To Get Started Choose Your Showcase

- Skin Care Showcase
- Valued at over \$350
- For only \$135
- Opportunity to earn your Completer Kit for free — a \$500 value



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L'BRI's Vision



Linda Kaminski
Founder

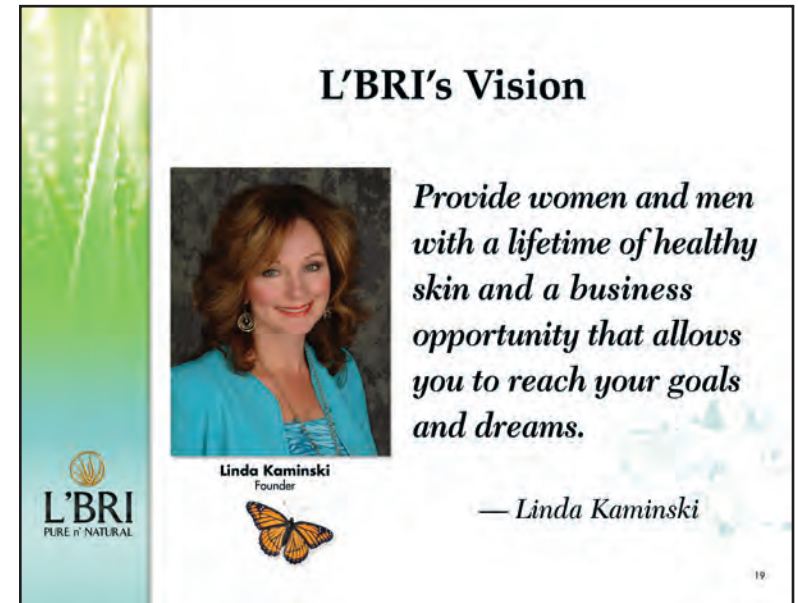


*Provide women and men
with a lifetime of healthy
skin and a business
opportunity that allows
you to reach your goals
and dreams.*

— Linda Kaminski

"Here is our Founder, Linda Kaminski whose vision for L'BRI is all about empowering women and men to be the best they can be and to live the lifestyle of their dreams."

Read Vision Statement out loud to prospect.



The graphic features a vertical green and yellow gradient bar on the left. In the center, there is a portrait of Linda Kaminski, a woman with brown hair wearing a blue top. To the right of the portrait is the text 'L'BRI's Vision' in bold, followed by a quote in italics: 'Provide women and men with a lifetime of healthy skin and a business opportunity that allows you to reach your goals and dreams.' Below the portrait is the text 'Linda Kaminski Founder' and a small orange and black butterfly. In the bottom left corner is the L'BRI logo with the tagline 'PURE n' NATURAL'. In the bottom right corner is the signature '— Linda Kaminski' and a small page number '19'.

L'BRI's Vision

Provide women and men with a lifetime of healthy skin and a business opportunity that allows you to reach your goals and dreams.

Linda Kaminski
Founder

L'BRI
PURE n' NATURAL

— Linda Kaminski

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With L'BRI

- You don't risk anything; you don't make a large investment, you don't have to buy inventory, and you don't have to pay for training
- You get the same benefits and opportunities to achieve SUCCESS as you would with any other business that might cost you tens of thousands to get started

"I want to make sure that you understand that by giving L'BRI a try, you don't risk a thing. You have absolutely nothing to lose and so much to gain."

"In fact, NOW is a great time to get started with L'BRI because..."

Share the appropriate reasons. Here are some examples:

- o The holiday time is one of the biggest selling seasons. You could earn \$_____ before Christmas!
- o There is a special new Consultant training on _____. (Give the date)
- o Our next Group meeting is next week. I'd love to bring you as my guest.
- o The sooner you begin the sooner you will achieve your dreams.
- o Join now to earn the current Trip contest.



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L'BRI Consultant Rewards Include:

- Additional income
- Helping others improve their lives
- Flexible work schedule
- Be your own boss - you call the shots
- Become debt-free
- Have more fun and make new friends
- More time to do the things that you want to do

"Let's review again some of the benefits of becoming a L'BRI Consultant."

Review each benefit on the Card and personalize your comments by highlighting the benefits she seems to be the most excited about.

"These are the benefits that most people would enjoy."

"So, what do you think?" LISTEN.

"Is there any reason you'd have for not getting started?"

Reply to her concerns and help her with solutions.

"Let's get you started on your exciting L'BRI journey!"



The image shows a card titled "L'BRI Consultant Rewards Include:". The card has a green and blue background with a vertical gradient. On the left side, there is a logo for L'BRI with the tagline "PURE IT NATURAL" below it. The right side of the card lists seven benefits, each preceded by a blue square bullet point. The text is in a clean, sans-serif font. The card is framed by a thin black border.

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L'BRI...

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Way to Live*



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When your prospect says she is ready to get started, proceed with the following questions.

Which Showcase would you like to order?

How much would you like to earn a week?

How many hours a week do you want to devote to your new L'BRI business?

Who are the people most likely to help you get started with your first six Shows?



END PRESENTATION