

Audio Show Script

Okay, we're going to go ahead and get started now! First of all, let me thank our hostess so much for hosting this event tonight, having all of you ladies come. I really appreciate the opportunity to do a show for you. I love to be a positive distraction and I love to share our incredible products and benefits.

I am going to put those of you that are on zoom, on mute. If you have a question, please just unmute yourself or put it in the chat.(or post in the event) If I miss your question, you can write it down and ask me at the end in our private consultations, which are a really special part of this show.

Not only will I tell you all about our products, but at the end, I give you that private customized time to help you find the products that are right for you and to save you money.

I will make sure to give you the best products at the best price, customized for you.

So, get a pen and paper out. You're going to want to take some notes, and you will especially want to start your wishlist because I promise you, you won't remember everything I say to you tonight. I am going to throw a whole lot of info at you in the next 45 minutes.

So if you hear about a product and you think "gosh, that sounds good", or "I'd like more info", or "I know for sure I want that product", just write it down on your wishlist.

Now, you may be wondering, Why Aloette? Let's face it, in this day and age, we have hundreds, if not thousands of choices when it comes to skincare, body care and makeup.

Why should you choose Aloette? Well, I am so proud to tell you that Aloette has literally been a pioneer in clean beauty for over 40 years; long before clean beauty was a thing. Many of you may know, some of you may not know, about our hero ingredient. If you do know what the hero ingredient is and you're on zoom, please type it in the chat.

Our hero ingredient is Aloe Vera, but not just any aloe. We at Aloette have an exclusive aloeganic aloe vera. It is certified organic, free of pesticides and fertilizers, certified paraben-free, it is harsh chemical-free and we know and have tested that it is 3 to 10 times more effective than regular aloe vera.

You know, lots of times you see products with aloe advertised all over them, but if you look back at the ingredients, you'll see that aloe is down at the bottom of

the list which is basically trace-amounts which aren't really going to do anything for you.

The other thing that I love about our products is that they are cruelty-free, and our promise to you is that we are going to marry the best of science and farm-jar natural ingredients.

We are committed to helping you protect your skin as well as protecting the environment with eco-friendly recyclable and reusable packaging. We are absolutely committed to skin fitness at it's finest.

There are three things that we'll be offering to you tonight:

First, Number One, our incredible products: featuring amazing vitamin-infused makeup that is healthy for the skin, luxurious spa-quality products in our body care line, first aid products that EVERY home needs and whether you want to get great skin, keep great skin, or turn back the hands of time, we have incredible skincare lines and products for everyone.

Number 2: You have never had a shopping experience like the way you are going to experience with Aloette. Our average hostesses earn between \$400-600 in products for 80-90% off. We are unparalleled in the home show industry.

So my goal tonight is to get you everything you want at maximum savings. If at any time during the show, you think, "y'know what, I wanna have one of these myself with my girlfriends", just type it in the chat that you want to host and I will save a bonus for you!

Number 3: I want you to think about what you would do with an extra \$500 a month right now. Visually think, if I had \$500 over and above what I have right now coming in, what difference would that make in my life. I would love you to type that in the chat too. I am so excited because we have a brand new social selling business opportunity that has never been done before in our company. So whether you want to do live shows, whether you want to share our products virtually, or a hybrid of both of them, we have a way to get you started to make the most out of our business. So think about what that extra money would do for you.

At the end during your consultations, I will be giving all three opportunities to all of you.

I started with Aloette while I was working full time, literally just to pay for a car. I didn't want to have to pay for that care out of my bank salary. I didn't use skincare, didn't use makeup, wasn't comfortable in front of people, certainly had never sold anything. But because this company has full training, support, encouragement and all the tools to help you get started, AND it didn't cost me anything for me to get started. I realized that it was a no brainer, I had nothing to lose and neither do you.

So let's get started talking about our makeup. Our makeup is mineral-based and made with healthy-for-your-skin ingredients. There are no pore-clogging ingredients, which is important because after taking great care of your skin, you wanna be putting good stuff on top of that.

I am basically just going to go through with you the products that I put on my face. This basic 5-minute makeup look is something anyone can do, we can show you how to do it!

Flawless - this is one of our primers. This makeup primer is also referred to by our customers as putty or crack filler. So many people call it these names just because it fills in everything. Large pores and wrinkles and completely smoothes out the complexion of your skin. It will also help your makeup go on smoother and last much longer. There is a yellow undertone that cuts out any red tones or discolourations to even out your skin. When you rub this in, it actually absorbs into your skin and dries up like a powder, so it's great for oil control. Compared to other primers, you would pay \$50 for a product that is ¼ the size of this tube. So when you get this full retail, it's worth it because it will last you 9-12 months, but you can also get this for only \$16.95 instead of \$70 when you book your girls night in. So again, remember, if you're thinking I want to get any of these bonuses, type it in the chat.

We have two foundations, our most popular foundation is our:

Ultra Finish 4-in-1 powder because of the ease of use and the benefits. All you need to do is take a chisel brush, tap it into the powder and then go in circular motions over your face. It's not cakey or heavy because it's mineral-based. Literally anyone can do this. It gives you instant coverage, it can be used as a concealer and also has a natural SPF of 15 in it.

If you're someone who absolutely has to have a liquid foundation, well you have found the perfect one with aloette. We actually call Picture Perfect liquid foundation. The tube that it comes in is going to last you months and months and months. It gives you full coverage, it lasts a long time because you only use a small amount because you're going to be using our liquid chisel brush. The chisel brush can be used for liquid or powder, but this will prevent your

sponges, that most people use, from absorbing about 80% of your makeup and wasting the product.

If you use flawless, and then our liquid foundation on, and maybe a little bit of our ultra finish powder, you will get that airbrushed finish. It really just depends on how much coverage you want.

One of the products that is a best seller and has been since the start of the company, is our heavenly sheen base. This is something that you can wear alone. It has pink undertones so it goes with any skin tone. It goes on like a liquid and dries as a powder, instantly and with a slight shimmer. You can also put your eyeshadow on top of it so it lasts longer and doesn't crease. Although, I will say that our eyeshadows typically don't crease anyway. When you get this, you can put it underneath your cheeks to hold your blush on. You can put it on your lips to help hold your lipstick on or you can use it all by itself as a highlighter. This is only \$18 and it lasts for months and months and months because you don't need to use a lot of it for each application.

I want to show you our little black book of glam. This has 12 different eyeshadows in it. Every line is a different type of look but you have endless variations. If you went to Sephora, you would spend \$80-200 on something like this and ours is only \$42. That is an incredible value. Another way that you can get this even cheaper, is when you purchase your skincare tonight, which is the most important thing to start with tonight, you can get this for only \$9.95. It also makes a great gift if you didn't want to keep it for yourself.

Many of our hostesses will pick this next item as their booking bonus. When you book on my bonus, I have some bonuses for you, and I will tell you in the company, this is our #1 choice. It's called our refillable colour box. It's unique because you pick out your own shades, that I will help you with. It gives you basically a full face of makeup in a box. It has your Ultra Finish Powder Found, a blush/bronzer, 3 eyeshadows which you can also use eyeshadows, powdered eyeliners or even a brow colour AND you can choose a lipstick to go with this! If you were to price this all out separately, it would retail for about \$140 and you can get it for just \$24.95, filled and customized for you when you have your girls night on my bonus night.

Now, we have two mascaras and let's face it, we all need mascara. Our A-list mascara is our number one seller. This is the biggest sales product in mascara that we have had. It has no chemicals, it has argan oil which helps to condition your lashes. We've had women tell us that they have never been able to find a mascara that works for them, and this is it! It is also what we call buildable.

Where you can put on a layer and then you can go back and put on another and another, just depending on how much you want your eyelashes to pop. It doesn't dry out your eyelashes, it doesn't cause them to be brittle, because you've got that conditioner.

We do have another one called our Top Shelf. Top Shelf mascara sold out TWICE when it first came out. This is for those of you that want that instantaneous almost false eyelash look. If you've been getting extensions and you would like to save money, this is the mascara for you. But keep in mind when you're using this mascara, you've gotta take the excess off the wand before applying it to your eyelashes because it has such a large brush and large volume, it basically goes on in one application and gives you HUGE eyelashes.

If you want something to help enhance your natural eyelashes. We have something called our luxe lush lash enhancement serum. This is clean beauty at it's best. This means that we have clean ingredients, healthy for your skin, and healthy for your lashes. There have been a lot of lash growth serums on the market, and this one is about conditioning your lashes, making them appear darker, thicker, stronger and longer. But it doesn't have the growth hormone in it that a lot of other companies have used, which can cause problems. It's also half the price.

We have got lipsticks, we've got eye shadows, we've got fabulous blushes, we've got lip glosses that you'll love, we have got everything that you're looking for in a makeup look. One of the benefits of being a hostess is our incredible shopping spree, so remember, start with your skincare tonight because that's more important and then book your girls night to get all of your makeup at 80-90% off.

Now any professional makeup artist will tell you, as good of a quality of makeup as they want to use, they especially need to have the right brushes. We have been famous for our brushes from the very beginning. Recently we updated them with our brand new 5 piece brush set. This is a professional grade with synthetic fibres and they'll actually save you time and money because you won't be wasting your product when you're using these brushes. You can walk into any top makeup store and a single brush would be from \$50-80 and you're able to get this whole set for only \$75 or when you host your girls night, you can get this for \$8/\$13!

We have a fab new product called set and shield if you're looking for a setting spray that is good for your skin and protects it from the environment.

But now I am going to talk about our body care products. The biggest thing to know is that our products will not strip the oils out of your skin. Many products on the market have perfumes and chemicals that do just that. The whole purpose of taking care of your skin and body is to make sure that your skin is healthy and strong. Our products do smell amazing but are also intensely hydrating and just feel so good on the skin.

Our orange bliss line is the main one I will talk about. Literally, ladies, it smells like a creamsicle. That's the best way to describe it. We have a body wash, a body scrub, we have a spray mist and we have a lotion. In addition to this, we have an incredible Body Butter Balm that is a supersale that you can get to add to your order. It is intense hydration. You don't need to use a lot of it. But if you have problem areas like your hands/knuckles/feet, then you wanna put this on before bed, put on a pair of socks, when you wake up in the morning it's like you've had an overnight pedicure. It is a fantastic supersale.

Our hand couture - let's face it, people are struggling right now with washing and sanitizing their hands so much. This product right here is a lifesaver. It is the thickest hand cream that we have, but it also absorbs really quickly. Remember, bacteria sits in the cracks and ridges of your hands. We want to be taking extra special care of our hands, especially right now. This is not only extremely hydrating, but it's also anti-ageing and has an SPF of 15 in it.

Our Bestsellers

These 3 bestsellers have been bestsellers since the beginning of the company and are so popular, people may know these products already without knowing Aloette as the company that has them.

The first one is our hand and body silk. This is a hydrating lotion that doesn't leave your hands greasy. It leaves your hands feeling soft and silky, but you can use it all over your whole body.

Our Nutri Hydrating Mist and Visible Aid are our first aid products. If you've used these products and you have a testimony on those, please type it in the chat while I show you a few pictures.

These are our healers, with our aloeganic aloe vera, it will help to heal your skin 6x faster than your body can do it on its own. It can be used for so many things, I would be here all night if I told you all of them. Visible Aid and our Nutri Hydrating Mist are super high in our aloeganic aloe vera and vitamins, as well

as other healing properties. If you know anything about our company, then you know these products are literally famous.

They are used for cuts, burns, diaper rash, eczema, psoriasis, cold sores, acne, everything.

-Gas Stove Testimony- One of our customers bent over her gas stove, caught her nightgown on fire and suffered second and third-degree burns. The nurse from the hospital gave her her own visible aid to take home. They ended up cancelling her skin grafting appointment because her skin healed up with no scarring.

I would never tell you not to see your doctor about taking care of yourself. But I have to tell you that the testimonies on Visible Aid and Nutri Hydrating Mist are incredible. So remember with Visible Aid: cold sores, pimples, bug bites, yeast infections, hemorrhoids.

Nutri Hydrating Mist, oh my gosh, people use it in their hair, to get rid of dry scalp and frizziness, it's a detangler, especially good if you have kids. It's a fantastic aftershave or waxing, men use it after shaving. It's good as a natural mosquito repellent. Some people have used it for canker sores as well.

These three, the Hand and Body Silk, Visible Aid and Nutri Hydrating Mist can be purchased together and you save \$5 when you purchase the best sellers kit! Now I wanna say again, the most important thing is to be starting with skincare. So as you look at these BC products and some of our specialty products that I will tell you about later, you wanna be thinking "Okay, I am going to get those by having my own girls night, for 80-90% off".

Okay ladies, so let's talk about your skin. I told you how amazing aloe vera is, and our other ingredients, but I want you to know why aloe vera is so important in your skincare routine. Honestly, it is going to help your skin to be smoother, softer, healthier, glowing and if you're using skincare now, this will help to take your skin to a whole other level, if you don't use skincare you're going to be wondering where our products have been all of your life. You are honestly going to start feeling better about your skin, and more confident. That will translate inside and outside.

So why is Aloe so important in your skincare. Let's have a look at this cross-section of your skin. The top section here is what you see in the mirror, the middle section is where your new skin cells are birthed. This is where the collagen line is. Once you hit 25 your body stops producing collagen, so you want ingredients that are going to go down there, where the new cells are being birthed. Aloette has antioxidants, vitamins, alpha and beta hydroxy, hyaluronic

acid, you name it if you've seen some of those awesome ingredients out there, we have it and they are awesome for your skin. But even dermatologists tell us that those ingredients don't have the ability to penetrate into your skin, but aloe vera does. It will go right through those layers of your epidermis, draw all those ingredients down and start to heal and repair your skin. So if you have rosacea, eczema, or acne or psoriasis, it's all starting right there on the bottom. If you've used products before and they haven't worked for you, that's why. Those products are sitting on the top of your skin. You need a product that will penetrate the skin. So the first benefit of AV is that it penetrates the skin.

The second benefit is, it's a natural exfoliator and the third benefit is that it's a healer. So your aloe products are going to go down to where they heal and repair your skin.

Every 28-30 days your skin is on a cycle, so new cells are birthed and they come to the surface and sit under the dead skin, so you want to exfoliate those dead skin cells off. If you look at this demo of me using the enzyme peel on my hand, you will see that after 10 seconds, a bunch of stuff starts to ball up on the back of your hand. That's not the product, that is dead skin cells. Imagine how often you wash your hands every day, especially now! Compare that now, to how many times a day you wash your face. Imagine now what would come off your face at night. Most customers tell us that the first time that they use the enzyme peel, they literally have to throw their head over a sink because so much dead skin comes off. We do have a couple of other exfoliators, but our Enzyme peel is our #1 Super Sale and I can get that for you for only \$19.60. I'll tell you more about our Super Sale a little bit later on.

You want to clear away all those dead surface cells so that the rest of your products can be more effective and get deeper into the skin. The main thing is you wanna exfoliate. The number one selling skincare product worldwide is actually a moisturizer. If you are putting a moisturizer on your skin without exfoliating, then you are literally gluing those dead skin cells back down onto your face, so you want to make sure that you are clearing that away.

Alright, let's talk about why we need to take care of your skin. You never just want to use this enzyme peel, or any exfoliator by itself. You can't exfoliate every day morning and night. You need to be using it in conjunction with a skincare routine.

Why don't we use skincare? Well most of us weren't taught growing up, to do our skincare. So we just aren't in the habit of doing it. But I bet you ARE in the habit of brushing your teeth and washing your hair. So why do you do that? Because it's personal hygiene and we were raised to do it, so we're now in the habit of doing it. Skincare actually falls under the same category. Your skin is

the largest organ of your body; the stronger the skin structure, the less likely bacteria can penetrate into the skin, which also results in fewer breakouts, irritations and sensitivities. Somewhere along the way, our attitudes towards our skin as an organ went all wrong. Skin health became a superficial beauty thing, but we need to treat it like any other organ. We need to take care of it and we certainly need to be aware of the ingredients that we put on it.

That's why I am so passionate about this and I want to share it with everyone because it's important. In Aloette, we have clean ingredients and we have the quality products, and we have the cheapest price points for our products because we sell directly to our customers. You're not walking into the store trying to figure out which products you need. You're going to get a customized, personalized experience from me, for a fraction of the cost. Plus ongoing service and support afterwards. I will customize your skincare products for you at the end during the consultation. I'll be sure to get you the best products at the best price.

Now we have 3 skincare lines, that's how we know we can find the right products for you. First of all, I want to talk about our Platinum skincare line. This is unlike any other skincare line. It utilizes plant proteins which are called peptides, that actually communicate on a cellular level and are precision-targeted to treat special issues of the skin, to give you age-defying benefits. In the past, you had to have a doctor or a medical aesthetician use harsh chemicals, but now we are able to improve the appearance of lines and wrinkles, discolouration, age spots, scars - just by using some of these products.

At the end in the consultation, if these are the products that are right for you, I will be customizing them for you, and we even have a few that are on super sale.

Our second skincare line is our acne line. It's called Aloe Clear and it's a 4 step acne solution that is benzoyl peroxide-free. Benzoyl peroxide is a bleach that is used in most acne products. It does dry up the blemishes, but it also attacks healthy live cells so when the skin clears, the cells underneath are damaged, they come to the surface, the acne comes back with a rage. Benzoyl peroxide and harsh chemicals will actually upset the PH balance of good skin and that's why the acne keeps coming back. With our aloe clear, we use natural salicylic acid which clears bacteria and PH balances the skin. The main staple, standout ingredients along with salicylic acid is our incredible farm to jar peppermint. All of this of course, is delivered with our soothing aloe vera.

We have amazing ingredients in all of our skincare products, but remember, one of the main reasons that they work is that they are buffered and surrounded by certified organic aloe vera.

The skincare line that I want to talk to you about in detail about today, is our

Aloe Pure 7-piece line. As I said before, I'll customize which products are best for you, but let me go over this one with you in detail. This line tends to be the most popular or starter line for most of our customers.

In the morning you're going to be using your cleanser because remember, as we sleep, we are actually expelling impurities through the skin, so yes. The skin is dirtier when you wake up.

Your cleanser, which will be customized for you, will probably last you at least 9 months. Remember, you don't want a cleanser that bubbles. Anything that bubbles, has sulphates in it and they strip the oils out of your skin.

In the night time, your skin is dirtier than it was in the morning. You've got pollution, you've got makeup, you've been touching your face. At night time you will be using our essential cleansing oil. This literally melts the day off your face. In about 20 seconds, you will have softer, cleaner, smoother skin, and all of that makeup removed, including, if you happen to it, although it's not good for you if you happen to wear mascara that is permanent/almost permanent. This is made up of essential, natural oils as well as aloe vera gel. Now, you know sometimes people that have oily skin will say, "well, I wouldn't use oil." First of all, remember, these are natural plant oils, so they will cut through the oil on your skin and just leave your skin feeling soft, smooth and silky.

The second part of cleansing is actually toning, which is like a rinse for your skin. When you use a toner, you're going to balance out the PH levels of your skin and rinse out your pores. Remember that you have over 20,000 pores in your face. Cleansers can't possibly get to every single one, so the toner is perfect to get the excess. Put some on a cotton pad, and wipe it upwards over your skin, I guarantee you're going to be shocked by how much comes off onto the cotton pad. If you're interested in having pores that appear to be smaller, and fewer blackheads, you have to be using a toner.

There are three steps in any skincare routine. Cleansing, which we just talked about. Nourishing, and moisturizing.

In nourishing in our Aloe Pure line, you will start with our Nutri Hydrating Mist. You will spritz your face. Remember, this is the one that I told you about in our best sellers package. The one with the highest percentage of aloe vera in it, as well as vitamins, and it really is an essential part of your skincare routine because it is a healer and a hydrater. All the aloe and vitamins will provide

intense hydration. You're going to notice that your complexion starts glowing. You know, we have people who maybe have basically a clear complexion who wonder if they should start with skincare. YES! If you have good skin now, you wanna keep it good. I promise you when you start to use this product, you are going to see a healthier, glowing, younger-looking skin.

Also in our nourishing treatment, the next step is our Time Repair. You do not need to wait for your face to dry. Just one pump and you can spread it over your whole face. Now, when you're 20 or older, it's important to remember that wrinkles started 10-15 years earlier.

Let me show you this UV analysis - this is a 15-year old girl and this is all damage that is happening underneath her skin that will eventually come up to the surface. A lot of our damage starts when we're very young and it's important to get down inside to repair this.

The second picture is our president, the owner of our franchise. She was 50 when she had hers done and the lady said that she had the damage of a 2-year-old. Now she started using our products when she was in her 20's and that was before we had our age-defying skincare routine. The earlier you start on skincare the better, but it's never too late to start repairing. And if you think that you need something more for any other superficial issues, like discoloration, blotchiness, then I will be sure to prescribe the specific products that will be best for you. Remember, preventative maintenance, start now!

The third step in a skincare routine is moisturizing. That is to protect and shield your face from the enviro, and makeup. It locks everything good in and keeps everything bad out.

Our Nutri-C moisture cream has orange oil in it. It smells amazing. Just remember with your moisturizer, you only need about a pea-size amount is all you need and it should last you approximately 6-9 months. Now, who knows the first area for any woman to age? Type it in the chat. The first area on our body to age is actually our eyes. So our Line Control Eye Gel is necessary because the skin under our eyes is different, it's thin, it's like tissue paper. This product is good for puffiness and fine lines. You just need a teardrop amount and use your ring or pinky finger to gently pat it around the eye bone area. This product will also last approx 6-9 months.

So, ladies, that is your 7 piece skincare kit. All of these products have a job to do. You know, it's literally like baking a cake. If you decide to leave out the eggs, it's not going to turn out the same. If you decide to leave out the salt or the baking soda, or the baking powder, it's not going to come out the same. They all work best together. They work in conjunction with each other to

provide you with the best results. We want your skin to be healthy and strong. When you get your skincare, I will be emailing you step by step instructions. I promise you, after about two days, you will not need the instructions at all. You will be so comfortable with the steps you won't even have to think about it. The best part about this kit honestly is the pricing. If you were to go elsewhere, you would spend between \$300-500, I've even heard of people who spend thousands. And that is for skincare that does not have organic aloe vera that penetrates into the skin. They're typically paying for a product that sits on the surface.

Our 7 piece Aloe Pure is \$172 for 7 products. This skincare package will typically last you 2-3x longer than most products on the market as well. When you buy it as a kit, you're saving \$43, so that's almost like getting two products for free. When you work it out, it ends up to be 40 cents a day, and this is your body's largest organ.

And listen, when you get into my VIP Community and my email list, I promise you I will hook you up! The sales that we have on and the deals we have are unbelievable. Remember, you only get one face in this lifetime, it's up to you to decide if you're worth it. 40 cents a day, and 2 minutes. You have to do what makes you feel good and I promise you that skincare is absolutely one of those things. Don't put yourself on the backburner. Do the things that make you look good and make you feel good. If you don't do it, no one else will do it for you.

Another thing that we specialize in, is customized skincare for your skin type. So, do you know what your skin type is? Are you oily, combo, dry, normal? If you don't know what your skin type is, I want to help you. Most people don't know what their skin type is and that's important to know so you can get the right products with the right ingredients for maximum results. So in your consultation, I will be sure to help you with that. So ladies, the most important thing to do tonight is to put skin health as priority one. Get started on the skincare program that's best for you, then look over your wishlist. If your wishlist is bigger than your budget, let's book you in for your girls' night! It can be virtual or live. It can be makeup, your specialty products, maybe some of the age-defying products, at 80-90% off. I will always be sure to work with you to get the best products for you, at maximum savings.

So, ladies, I'm just going to take a minute to share with you about our super sales. Super sales or Purchase with Purchase is actually taking a retail product and discounting it maybe 40/50/60% to introduce it to you and give you one of our specialty products at a great price. You can purchase any super sales with a \$30 order or more. Now, they don't count for me, they don't count for the

hostess towards her shopping spree, they are just a special gift for you for purchasing tonight. And of course, when you start with one of our skincare packages, you'll be entitled to multiple super sales. There are quite a few that I've posted on the Facebook event, and I'll custom that for you during the consultations. I wanna mention that the Enzyme Peel that we talked about at the beginning is on for a fabulous super sale price, and I want to share with you one of my absolute favourite, hero products that is on for super sale on a regular basis and that is our Time Restore Serum. Time Restore is incredible. It is a lightweight serum and the lighter weight serum is, the further it can penetrate the skin. I love this serum because it doesn't matter what your skin type is, anyone can use it. If you have oily skin, dry skin, combo, or if you're really sensitive. If you're somebody that has rosacea, this is amazing for you or if you have any other kind of skin irritation. This is my favourite age-defying serum to start someone on. It's loaded with vitamin C and it really works to fight photodamage and environmental damage that we are exposed to all the time.

Here is a good visual for you to get. If you were to cut open an apple, leave it out on the countertop, how quickly will that start to turn brown? Well, that's because the free radicals in the enviro are attacking that apple. Those same free radicals are attacking our skin, so you want to be sure to be using a product to fight those free radicals. Now, remember that 15-year-old girl I mentioned when talking about the sun damage? That's photodamage. Also, this product will oxygenate your skin. It's amazing what oxygen will do. It will help to fight bacteria and definitely helps to fight not only free radicals but the photodamage that happens as well. Oxygen also helps to fight bacterial growth, so remember, if you're thinking about getting a super sale, my number one choice, you gotta have an exfoliator, so Enzyme Peel may be the choice we pick for you, but Time Restore would be my next step in age-defying products.

Now, let's talk about why right now is the best time for you to have your own girls night. You know, right now, more than ever, we've learned how important it is to stay connected, be connected and enjoy relationships. So whether you choose to have a live event in your own home, or whether you choose to have a virtual one, listen, it is a great time to have a show. And I have to tell you, that our virtual parties have gone through the roof, because people have wanted to connect with their friends but what they've loved about the benefits is: they don't have to clean their house, they don't need to prepare any food or even provide beverages, everyone brings their own beverage to the situation. Nobody has to dress up, It's really a win-win situation for everybody, but everybody enjoys it because they get the education, they get the information, they get the chance to connect with their friends.

Let me tell you how we spoil our hostesses. So what I want to do now is just pick one of you, a guest tonight. How about _____? I am going to pretend with _____ and show you what one of our average hostesses will get. We are going to pretend that _____ is our hostess. I am going to dump everything into this bag and we are going to pretend that she started with the skincare package that was right for her tonight, and then she booked her girls night to get her shopping sprees. Now, depending on your show sales, you will receive a minimum of just \$100 in products of your choice for just \$20. That's 80% off, but friends, the higher the show sales go, the higher your coupons go. It can go up to \$250 in products for just \$20. I have to tell you, my show average is over \$400, so my average hostesses are getting at least \$150, plus bonuses, for just \$20. Now, for anyone of you who books your show tonight, you're going to be putting _____, the hostess as the first name on your guest list, because I am going to give _____ a \$100 coupon, for \$20 to redeem at your party. The same deal at your show. Any of your friends who book a girls' night, you're going to get a \$100 shopping spree to spend at their party. These are unlimited.

On average, my hostesses get 3 bookings per show, so let's throw 3, \$100 coupons into this bag. Remember that's at 80% off. Now for those first two bookings, she's going to be able to get that great brush set that we talked about here for a \$75 value, for only \$8/\$13! For 8 guests attending the event, whether they attend live, or virtually, she's going to get her choice of either our amazing Be-Smooth All In One Balm, which I will tell you about at the end, or she can our 2pc Orange Spa Package, again for \$8/\$13! So, _____ we're using you as an example. What would you rather have? Would you rather the Be Smooth which is our all-over balm that you can use as a neck cream, it's incredible! Or, would you like to get the spa package? Okay, we'll put that in.

For booking your show on one of my bonus nights, you will get your choice of that filled customized colour box, (face in a box), remember? Valued at \$140 for \$24.95 or you can take the flawless primer for just \$16.95! Which one would you prefer to have? Okay!

Now, when we add this all up, we are looking at \$400-600 in product, you would maybe spend \$60-80 for all of this. Ladies, there is no minimum number of guests required. I will keep it simple and walk you through it. There is no prep required. Remember, if you're doing virtual no snacks, don't have to clean up your house or anything, it's so easy and rewarding. There is no minimum number of guests required either, you can have as many as you want. I will keep this simple and will help you with it. Even if you only know two people, I can show you how to have a great show, and your friends will thank you for inviting

them out to a fun distraction. A way for them to get their minds off things and at the same time, helping them to feel and look their best.

I only have three dates for those extra bonuses, so if you want it, comment in the chat, "I want in!"

I do want to mention just a little bit more about that Be Smooth because it is an optional choice that you can get with booking. This was actually released as a neck cream because it's one of the first places to show the signs of ageing, because let's face it, gravity is not our friend. This will firm it back up and keep it nice and young. This can be used all over for age spots, helps to prevent the appearance of lines and wrinkles. Many of my customers have used it to strengthen their nails and cuticles and another great use of it, that I have a great testimony on, that I'll show you right now, was scar tissue on this little boy. He had a cyst removed on his neck. This show's what Be Smooth did for him! This retails at \$52 but you can get it as a hostess bonus. So when you have your party, with either 8 guests, or booking on my bonus night, this will be a choice for you.

Okay, I am going to put everything back into the bag here.

The very last thing that I want to offer each of you, is the opportunity for you to earn some side income. I told you a little bit about my personal story earlier on and I asked you to think about what you would do, with an extra \$500 over and above what you have coming in right now, what would you spend it on? I want to invite you now to type that into the chat. If I was to give you an extra \$500 a month, what would you spend that money on? Well, can you see yourself sharing Aloette? I find that sometimes women think, 'but I'm not a salesperson'. Well, sales is a skill, like any other skill you learned. No matter what job you've had, you had to learn how to do the job. With Aloette, we will give you the show word for word, and we will teach you the skills to be able to do it. All you have to think about, is "would you like to make the extra money?" As far as time goes, let me tell you, this is something that you can work into your schedule, around your family, whatever way works best for you. We are actually the only company that invests a kit in you. We invest a kit for you to get started with absolutely no money down. We teach you what to do and you can start earning money right away.

At the end of 6 weeks, you can earn this kit for totally free, plus the commissions that you make from your shows, and your lifetime discount. Plus, you will get a coach, absolutely free and that will be me or my manager, to walk you through this system. You have absolutely nothing to lose and everything to

gain. Aloette really is unique. Part of what I love about this is that we have multiple sources of income in Aloette. We have our show income, we have our non-show income, which is private consultations for reorders. And we have our career opportunity income. Even some of our consultants end up doing special occasion and wedding makeovers and earn an income with that as well. What I know for sure is that most people could use a little bit more money. Time is of the essence so they wonder how I can earn the most amount of money in the least amount of time. I can tell you that Aloette has a system for you to be able to do that. Plus, to be earning residual income on the reorders of your products. Remember, we sell a product that people love, and they use up and they reorder, so if you could use a little bit of extra money, this doesn't have to be a lifetime decision. You might just want to give it a try. Maybe you realize that you could use the extra money, but maybe you're thinking "I just don't think I have the confidence to do this. I want you to know that one of the benefits that people get out of this, is developing self-confidence and self-esteem.

So just think to yourself if you could use the extra money and you might want to consider giving it a shot, let's talk about it at the end during your consultation.

Okay, so we're going to wrap up and start the one on one consultations. I'll be telling you about our super sales, I'll be going over our skincare packages and we will also be talking about when is a good time for you to have your show and if you have any interest at all in becoming a beauty consultant.

For the virtual shows, what we're going to do is I am going to leave everybody chatting in this room and I am going to the zoom private break out room where I will go through the individual products for individual people. It's totally private and the rest of you can hang out in chat.

If any of you have to go right away and you're in a hurry, please type in the chat so I can take you first. If any of you can't wait, please leave me your phone number and email information so I contact you for your order and follow up.

For your order tonight we do take Visa, MC, Debit or Etransfer, and I will be closing the show in about 48 hours. So, if there's anyone that you know that needed to get their order in, please let them know when we'll be closing this off. And if you hang around and visit, at the end of the show, I will let you know the results of the show so far and I will let you know how much money you would have made if you had done the show tonight.

Remember the most important thing for you to do tonight is simply start with the skincare package that's best for you, which I'll help you with, and then book your own girls night, to get all of those other things for 80-90% off.

Thanks again to the hostess for having me again. I appreciate it again, it was so fun to be with all of you. Guys, hang out, visit, connect with each other, I'll be

coming one on one to take you there. I will be doing the draw tonight or in 48 hours if there are more orders for the people that were on.