



NEW BATH & BODY FRANCHISE

PLANTFUSION

SHARE THE STORY



FOR INTERNAL USE ONLY

PLEASE NOTE THAT CONTENT, PHOTOS OR VIDEOS MAY NOT BE FINAL

TRAINING SESSION PREPARATION NOTES



TIMING

- 45 minutes
- 15-minute Q&A



MATERIALS NEEDED

- One Plantfusion body wash, one hand&body lotion, one souffle per attendee
 - Quiz: Polling options for virtual meeting



TABLE OF CONTENTS

- BODY SKIN 101
- PLANTFUSION FRANCHISE
- PLANTFUSION RITUALS
- BATH&BODY SERVICE DEEPDIVE
- QUIZ
- THE LEARNING JOURNEY

CONVERSATION STARTER

- 
- Open discussion: What does a "lifestyle brand" mean to you?
 - Share your own experiences shopping or using bath & body products in the past: what do you enjoy the most?



SHARE THE STORY

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PLANTFUSION FRANCHISE

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RITUALS

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BODY SKIN 101



DID YOU KNOW?

Our skin is the largest organ.

...Yes, while we talk a lot about skincare, skin exists in places other than the face! ☺



Our body deserves the same care and attention as how we treat our face with lotion, serum, moisturizer..

Actually, the body skin can experience many issues such as dryness, irritation from sweating or tight-fitting clothes, after shaving, etc. It is crucial to take care of body skin!



BODY SKIN 101 – THOUGHT STARTER



Question for you!

Is your facial skin type the same as body skin type?



Not necessarily. It depends on each person's lifestyle, habits, body skin type, etc.

Let's take a deeper look.



BODY SKIN 101 – MORE EXPLAINED



Most of us pay special attention to the skin on our faces, but body skin needs care too.

Body skin tends to benefit from protection against UV rays because we cover it up, but it is different to facial skin and as a result, requires special care.

Here are the three main differences between facial and body skin:

1. Skin Cell Turnover Rate

Dryness and increased environmental exposure result in a slower skin cell turnover rate in the body skin.

The result is less natural exfoliation resulting in often thicker, scalier skin.

2. Sebaceous (Oiliness)

Body skin is less oily than facial skin because it has far fewer sebaceous glands. Dryness may be more problematic.

3. Skin Thickness

The facial epidermis is about 0.12 mm thick, while the body skin is thicker, around 0.60 mm. This environment can lead to a build-up of dead skin cells and helps to proliferate bacterial growth.

BODY SKIN 101 – SKIN TYPES AND SUGGESTIONS

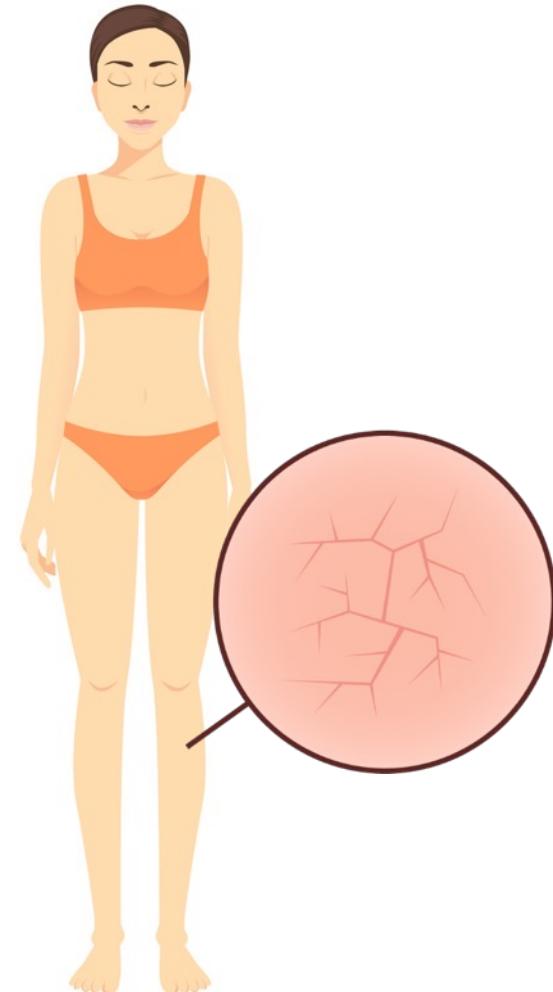
DRY SKIN

➤ Skin Condition:

- Easy to get dry and dehydrated
- Feels tight, little to no oil
- Visible flakes/crepey during winter times

➤ Care Focus:

- Gentle, Hydrating body wash with soft sponge
- Best to finish showering within 10 minutes



BODY SKIN 101 – SKIN TYPES AND SUGGESTIONS

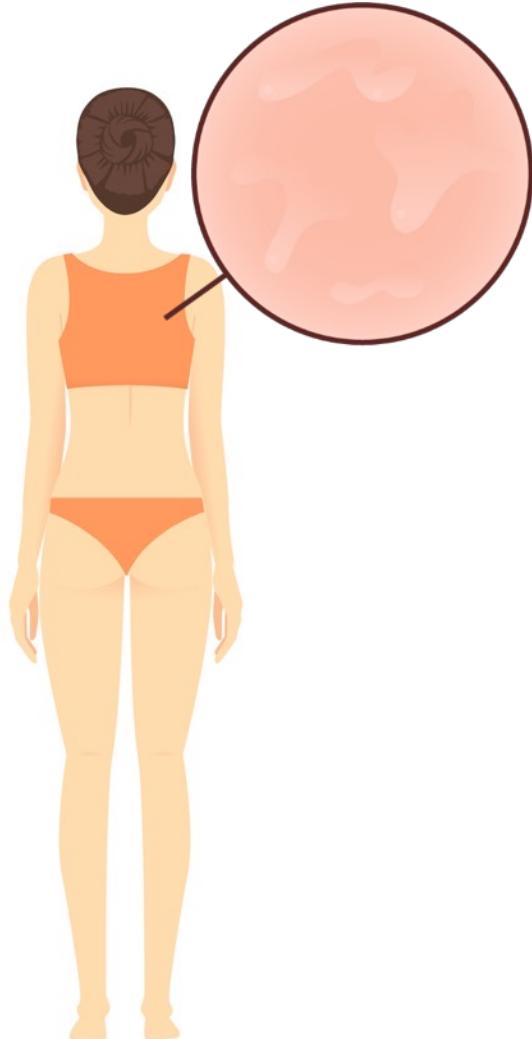
OILY SKIN

➤ Skin Condition:

- Easy to get sweaty and oily
- More prone to have acnes on the back or chest areas

➤ Care Focus:

- Gentle cleansing, use body wash with salicylic acid
- Do not use harsh sponge or brush too often
- Recommend to use exfoliator once or twice a week



BODY SKIN 101 – SKIN TYPES AND SUGGESTIONS

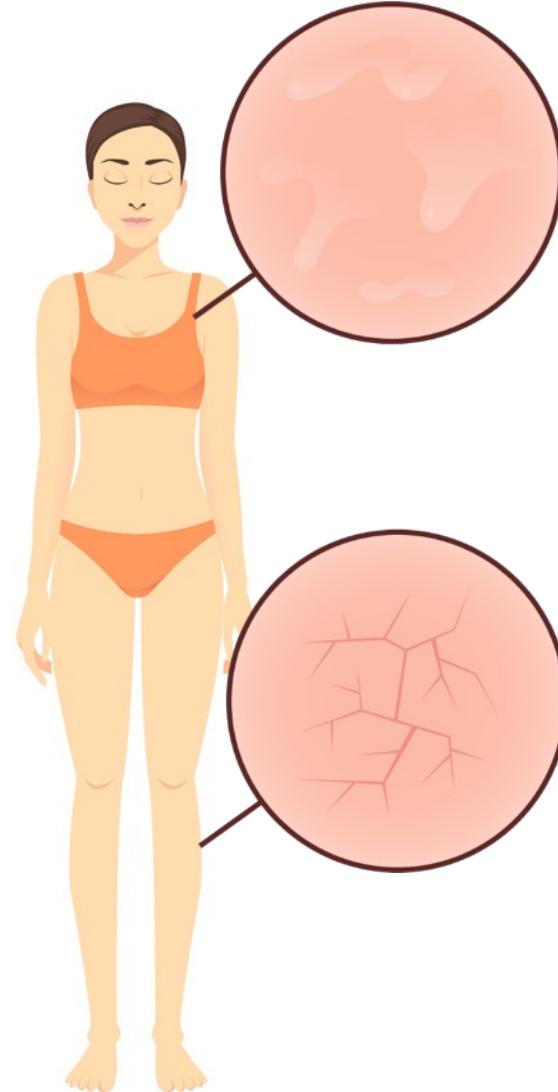
COMBINATION SKIN

➤ Skin Condition:

- Likely to experience both issues from Dry and Oily skin types
- Tend to be more oily in summer time

➤ Care Focus:

- Regular exfoliation on oily body areas
- Use hydrating body lotion that helps lock moisture on dry body areas (like lower leg)





Key questions to ask that can help you determine body skin type

Does your body skin get dehydrated and flaky especially during winter time?

Yes (2 points) No (1 point)

Do you normally feel tense or tight on body skin after shower?

Yes (2 points) No (1 point)

Does your body skin feel oily or sticky sometimes?

Yes (2 points) No (1 point)

Does certain body skin areas easily get dry or itchy?

Yes (2 points) No (1 point)

Do you feel your body skin is rough, lack of radiance, or dull?

Yes (2 points) No (1 point)

Result and Analysis

1. 5 points

- Analysis: Oily skin
- Care focus: Daily care focuses on cleansing and hydration; keep good water-oil balance

2. 6-8 points

- Analysis: Combination skin
- Care focus: daily care focuses on hydration and moisture – special attention to the product's ability of lock in moisture

3. 8 points or above

- Analysis: Dry skin
- Care focus: Daily care focuses on hydration and moisture – add moisture whenever needed, avoid leaving skin dry or dehydrated

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PLANTFUSION FRANCHISE

Discover phyto-power for your body, delivered by the genius of nature

What does the name “PLANTFUSION” embody?

- New franchise that embodies Origins' unique selling points with a “fusion” of plant-derived ingredients and knowledge of skin physiology to create “Plantfusion”



PLANTFUSION | PHYTO-POWERED VEGAN BODY CARE

Franchise overview:

Origins Plantfusion is a consciously-formulated, high-performance sensorial body care collection developed for optimal well-being. Our Phyto-Powered Complex uses at least 94% naturally derived ingredients to leave skin smooth, supple and renewed.

- Appropriate for all skin types
- Vegan* (Noam/China) / Free of animal-derived ingredients (Global ex Noam/China)
- 94%+ naturally derived formula**



*Free of animal-derived ingredients

**Using ISO 16128 Standard, from plant, non-petroleum mineral, and/or water sources.

PLANTFUSION FRANCHISE

Our unique selling points:
**Infusion of high-efficacy and deep
sensorial experience**

- ✓ Consciously formulated
- ✓ Phyto-powered
- ✓ High Performance with claims
- ✓ Deeply sensorial experience
- ✓ Vegan
- ✓ Highly naturally-derived formulas (94%+)



PLANTFUSION | PHYTO-POWERED VEGAN BODY CARE

Meet the 3 New Members!

Conditioning Hand and Body Wash



94%
*naturally derived**

Softening Hand and Body Lotion



99%
*naturally derived**

Hydrating Body Souffle



95%
*naturally derived**

SUSTAINABLE PACKAGING



200ml Hand and Body Lotion and Hand and Body Wash

Bottle is recyclable and made with 50% PCR



200ml Souffle

When done, attach cap to jar and recycle

Market Is Ready! So are your customers ☺

DID YOU KNOW?



- Bath & Body is showing strong growth globally.
- Among which, body Moisturizer and Cleanser the two largest sub-categories

Our debut of high performance bath & body products is right here ready for you!

Let's take a deeper look into them.



PLANTFUSION | PHYTO-POWERED VEGAN BODY CARE

KEY INGREDIENT: Phyto-Powered Complex

Different plant-derived ingredients Infused with naturally derived **Salicylic Acid** from White Willow Tree Bark and Wintergreen Leaves

Here is the Genius of Nature:

- Hidden within the bark of the White Willow tree exists a powerful Skin Cell Renewal agent - Salicylic Acid, to gently nudge away dull body skin.
- Coupled with another natural source of Salicylic Acid, Wintergreen leaves, this blend deletes dullness and returns lackluster skin to a healthy glow to reveal smooth skin.

(Souffle 0.5%, Lotion 0.5%, Cleanser 0.2% Salicylic Acid)

HIGHLY EFFACACIOUS PERFORMANCE



PLANTFUSION | PHYTO-POWERED VEGAN BODY CARE

PLANTFUSION CONDITIONING HAND & BODY WASH

KEY SELLING POINTS

➤ GENTLE CLEASING!

- ✓ 100% **soap free**, lavishly abundant foam
- ✓ Gentle—clinically proven to be **non-stripping** and **non-drying** *

➤ HYDRATION, HYDRATION, HYDRATION!

- ✓ Phyto-Powered with **plant-derived glycerin** and cleansers

➤ SENSORIAL FRAGRANCE BLEND TO ENJOY

- ✓ Beautiful floral scent that stays after you rinse off
- ✓ Get a set with hand lotion, display beautifully on your bathroom tub



94%
naturally
derived

PLANTFUSION | PHYTO-POWERED VEGAN BODY CARE

PLANTFUSION SOFTENING HAND & BODY LOTION

KEY SELLING POINTS

➤ ALL DAY HYDRATION AND MOISTURE (8hrs)!

- ✓ Phyto-Powered with **hyaluronic acid** and **apricot oil**

➤ PROOF IS IN THE CLAIMS!

- ✓ **96%** saw an improvement in **texture immediately***
- ✓ **100%** of panelists had an **instant** improvement in **moisture** and **radiance**
- ✓ **92%** improvement in **moisture in 2 weeks**

➤ LIGHTWEIGHT TEXTURE

- ✓ Easy to spread on hand and body
- ✓ Sensorial fragrance blend to enjoy



DID YOU KNOW?

Hydration+ is the #1 needs for customers who shop for body



99%
naturally
derived

PLANTFUSION | PHYTO-POWERED VEGAN BODY CARE

HYDRATING BODY SOUFFLE

KEY SELLING POINTS

➤ ALL DAY HYDRATION AND MOISTURE (8hrs)!

- ✓ Phyto-Powered with **shea butter** and **apricot oil**

➤ PROOF IS IN THE CLAIMS!

- ✓ **96%** saw an improvement in **texture** immediately
- ✓ **92%** had an improvement in **barrier strength** after 4 hrs
- ✓ **91%** said skin looks **less dry and crepey** plus with a **healthy-looking glow** in just **2 weeks**

➤ WHIPPED, AIRY, LUXURIOUS TEXTURE

- ✓ Great choice for dry skin or anyone who loves a whipped texture
- ✓ Who doesn't like the sense of ritual when scooping out an ice-cream like body souffle after a warm shower?
- ✓ Sensorial fragrance blend to enjoy



*US/EMEA: Clinical testing on 256 women, after using the product once

*CHINA: A total of 26 women, ages 20-67, completed the study

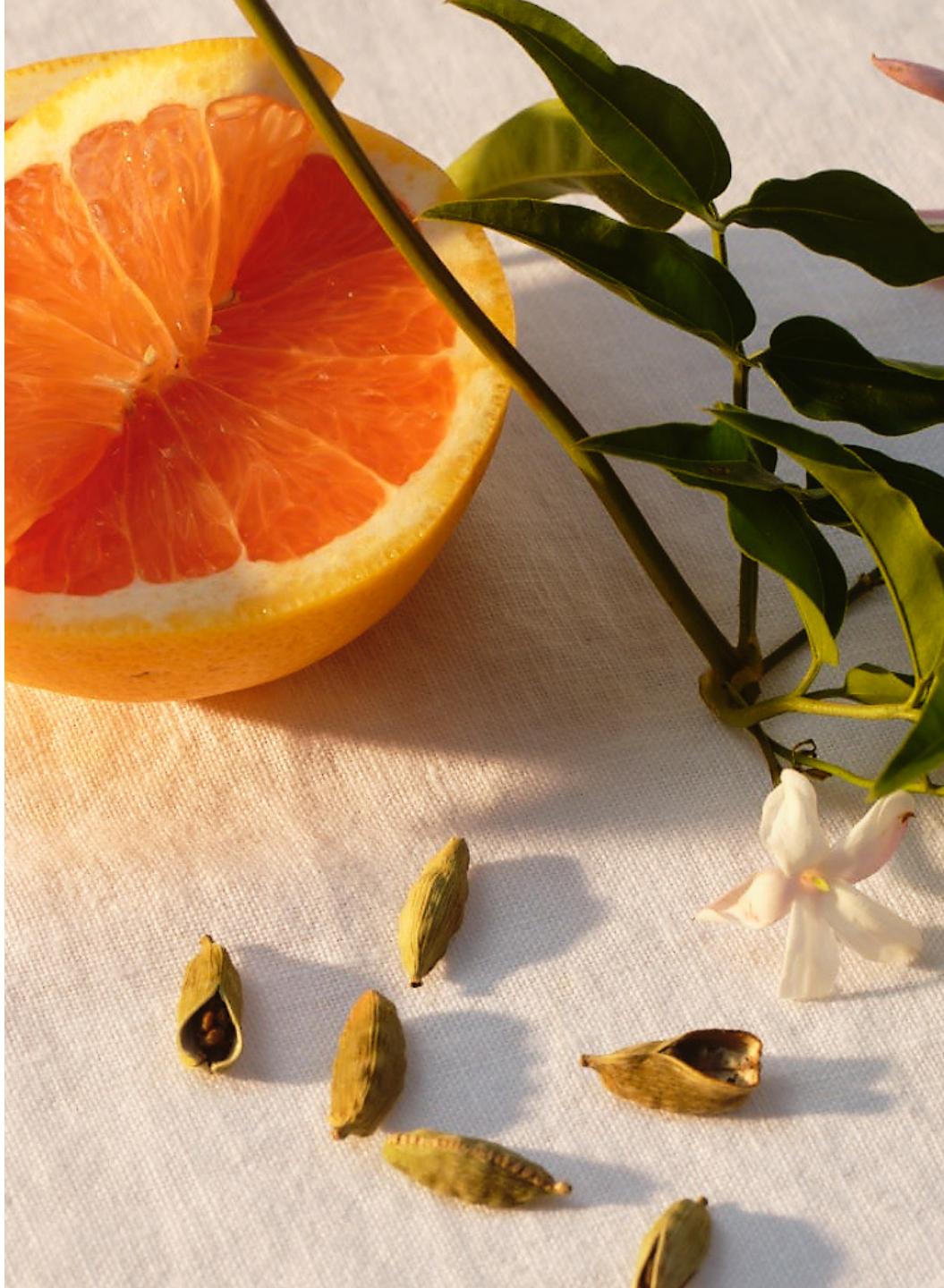
*APAC ex CHINA: A total of 26 women, ages 20-67, completed the study

PLANTFUSION | PHYTO-POWERED VEGAN BODY CARE

THE DEEP SENSORIAL EXPERIENCE

Origins' Sensorial Fragrance Blend

- **Natural Jasmine**
- **Grapefruit:**
 - Reclaimed grapefruit peels from juicing are recovered and cold-expressed to produce oil used in perfumery.
- **Cardamom:**
 - Reclaimed cardamom seeds and pods left over from spice markets
- **Cedarwood:**
 - Reclaimed cedarwood oil is extracted from the recovered by-product-wood chips and sawdust-of cedar furniture



A cartoon illustration of a woman with dark blue hair and a pink long-sleeved shirt. She is gesturing with her right hand, palm facing forward, as if explaining something.

Activity

Try Plantfusion products on hand

Share in group:
How does the scent make you feel?
Describe your feeling with imagination and storytelling!

A cartoon illustration of a person with dark brown hair tied back in a bun, wearing a white hoodie. They are resting their chin on their hand and looking thoughtful.

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PLANTFUSION RITUALS

BODY CARE FULL RITUAL WITH PLANTFUSION (SUMMARY SLIDE)

1. (OPTIONAL) PREP WITH DRY BRUSH

Use Dry Brush: Before bathing or showering, brush gently on dry skin, applying slightly firm pressure. Start at your ankle and move in long and short strokes in the direction towards your heart.

2. SHOWER MASSAGE WITH PLANTFUSION BODY WASH

- a. Use a generous amount of body wash until frothy
- b. Wash with Massage Method: To help boost body blood circulation, follow below order: Start from left ankle - left leg - left arm - stomach - upper body - back - right arm - right leg - right ankle
- c. Optional Stomach (Abdominal) Massage:
 - Overlap hands on lower belly as you focus on deep breathing 3 times
 - Apply gentle pressure with the palm of your hands to massage entire belly in clockwise direction 5 times
 - Massage centerline of your abdomen, starting below your sternum and ending at your pubic bone
 - Massage three more lines and inch apart down the left side of the abdomen. Repeat on the right side.

3. HYDRATE AND MOISTURE WITH PLANTFUSION BODY LOTION / SOUFFLE

- a. Apply generous amount of lotion or souffle to whole body skin
- b. Gently massage to fully absorb (massage rule the same as shower massage: from left to right, from distal to proximal)

ENJOY THE LUXURIOUS FRAGRANT BLEND AND BE READY FOR BED!



BODY CARE FULL RITUAL WITH PLANTFUSION

STEP 1

(OPTIONAL) PREP WITH DRY BRUSH

Use Dry Brush:

- Before bathing or showering, brush gently on dry skin, applying slightly firm pressure.
- Start at your ankle and move in long and short strokes in the direction towards your heart.

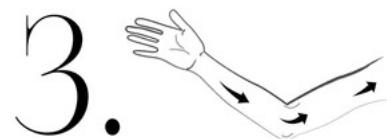


HOW TO PREP SHOWER WITH DRY BRUSH



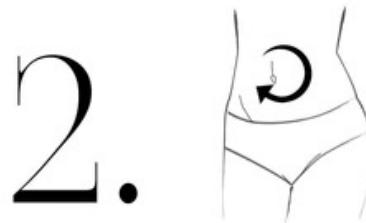
FEET AND LEGS

Start with left ankle with long sweeping motions upwards. Repeat 2-3 times.



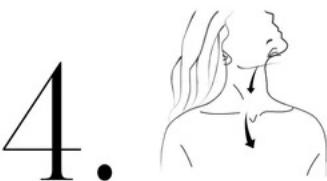
ARMS

Start from hands and make your way upward towards shoulders. Repeat 2-3 times on both the front and back of the arms.



STOMACH

Apply light circular, clockwise motions. Repeat 3-4 times.

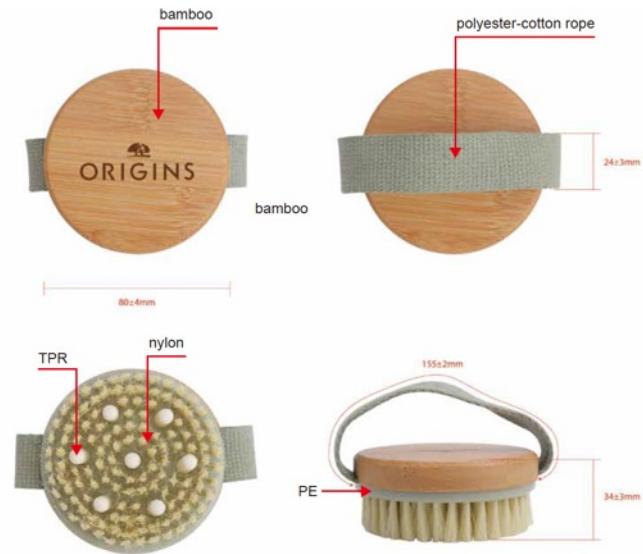


NECK AND HEART

Start at jaw line and move towards the chest. Repeat strokes 2-3 times on each side.

PRO TIP!

Apply firm, medium pressure that you feel comfortable. Do not scratch the skin.



PRO TIP!

After dry brush, always take a shower to remove dead skin, and apply body lotion or souffle to ensure the hydration and moisturization of skin.

BODY CARE FULL RITUAL WITH PLANTFUSION

STEP 2

SHOWER MASSAGE WITH PLANTFUSION BODY WASH

Use a generous amount of body wash until frothy
Can be used with soft sponge or any shower massage tool

a. Shower Body Massage:

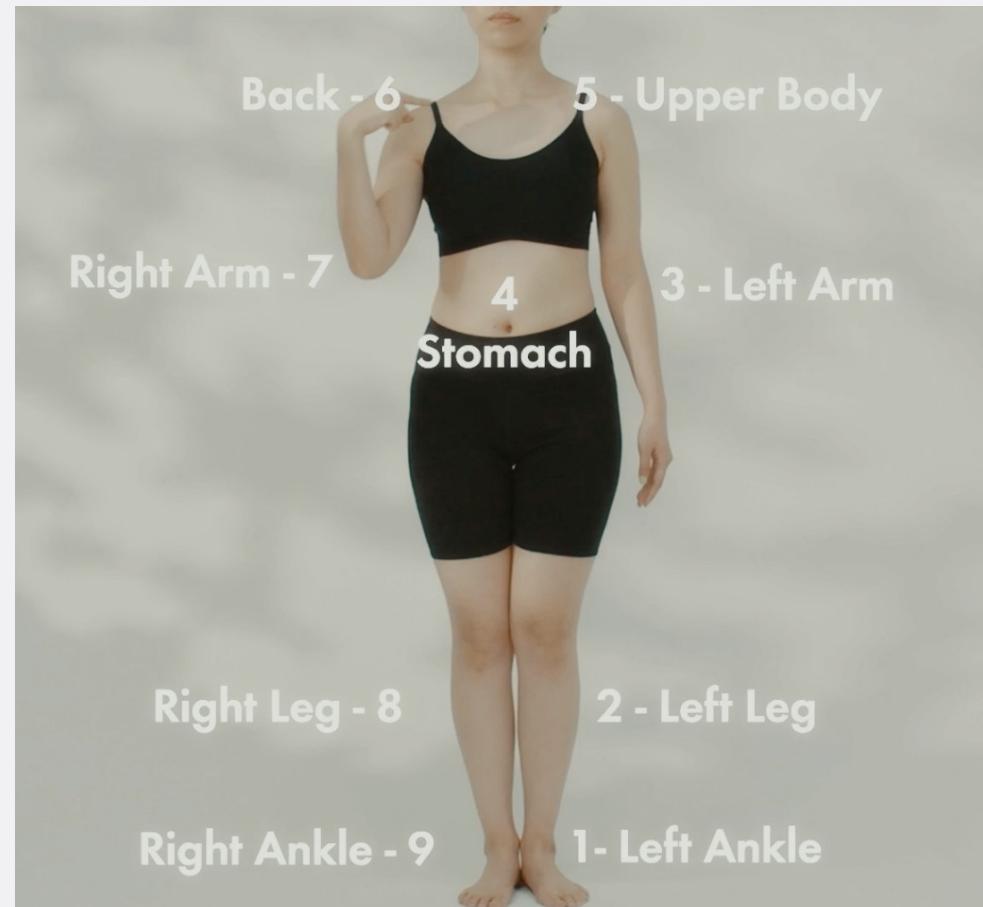
To help boost body blood circulation, shower massage with body wash following below order: Start from left ankle - left leg - left arm - stomach - upper body - back - right arm - right leg - right ankle

b. Stomach (Abdominal) Massage:

- Overlap hands on lower belly as you focus on deep breathing 3 times
- Apply gentle pressure with the palm of your hands to massage entire belly in clockwise direction 5 times
- Massage centerline of your abdomen, starting below your sternum and ending at your pubic bone
- Massage three more lines and inch apart down the left side of the abdomen. Repeat on the right side.

DID YOU KNOW?

Following our body blood circulation during shower can help boost the circulation and prevent water retention.



BODY CARE FULL RITUAL WITH PLANTFUSION

STEP 3

HYDRATE AND MOISTURE WITH PLANTFUSION BODY LOTION / SOUFFLE

- a. Apply generous amount of lotion or souffle to whole body skin
- b. Gently massage in circulation to fully absorb (massage rule: from left to right, from distal to proximal)

ENJOY THE LUXURIOUS FRAGRANT BLEND!



Bath & Body Ritual with Origins Plantfusion



LUXURIOUS AT-HOME SPA TREATMENT

Hand Mask With PLANTFUSION

AT-HOME HAND MASK TREATMENT

Recommend once a week or as needed.



STEP 1

Cleanse both hands with Plantfusion wash



STEP 2

Apply (optional with a brush) a very thick layer of Plantfusion lotion / souffle on one hand, put on a hand mask / one-time use glove to cover and seal



STEP 3

Repeat on the other hand



STEP 4

Enjoy a 10-minute meditation with Plantfusion fragrant blend to fully relax



STEP 5

Take off gloves. Massage both hands to fully absorb any excess lotion or souffle.

LUXURIOUS AT-HOME SPA TREATMENT

Body Mask With PLANTFUSION

AT-HOME BODY MASK TREATMENT

Recommend once a week or as needed.



STEP 1
Prep with dry brush



STEP 2
Cleanse whole body with Plantfusion
body wash with Shower Massage



STEP 3
Apply (optional with a brush) a thick layer of Plantfusion lotion / souffle (for drier skin) on preferred or dry areas that needs extra care (For example, legs and arms)

Ideally in the shower as the steam that accumulates help open up pores



STEP 4
Enjoy a 10 -15 minute meditation with Plantfusion fragrant
blend to fully relax

PRO TIP! Enjoy an Origins face mask with body mask!



STEP 5
Rince off or massage in excess lotion or souffle as preferred
finishing touch

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PLANTFUSION SERVICES IN-STORE



GET THE MINDSET READY!

Elevate Plantfusion experience in-store with professional knowledge, signature massage techniques, and your high-touch service

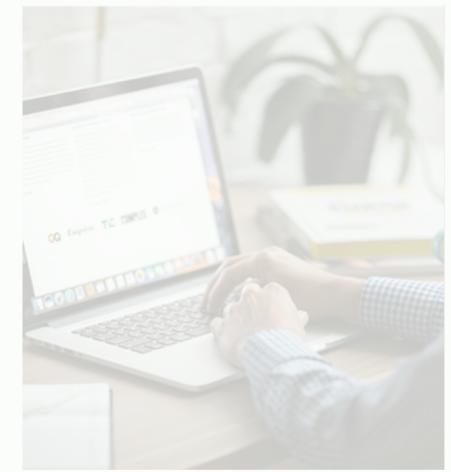
People will forget what you said. People will forget what you did. But people will never forget how you made them feel.

- Maya Angelou



WINNING IN DETAIL!

SELLING CEREMONY



Welcome &
Traffic Stopper

Invite and
Consult

Service

Closing

Follow Up



HOOK & TRAFFIC STOPPER

Service Already Started Even Before Your Customer Walks In

1. Plantfusion Hand Wash as first step of customer journey



As customers walk into your store, invite them to cleanse their hands at sink before trying on any products (as if they don't have a choice! ☺)



With Plantfusion wash as the first step of consumer journey to start the conversation



Introduce the PF Franchise and have customer enjoy the Signature Scent - then continue the journey with them

HOOK & TRAFFIC STOPPER

Service Already Started Even Before Your Customer Walks In

2. Hand Lotion in your utility pouch to stop the traffic!



Always save a Plantfusion hand lotion in your utility pouch

Proactively reach out to passers-by to try on Plantfusion hand lotion

Invite them to come into store for a holistic experience!

HOOK & TRAFFIC STOPPER

Service Already Started Even Before Your Customer Walks In

3. Warm Offering: Invite passersby to enjoy a cup of jasmine tea

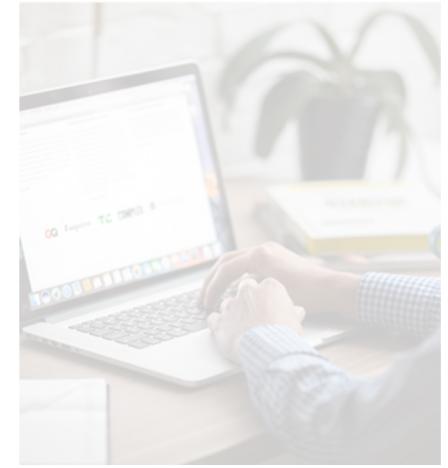
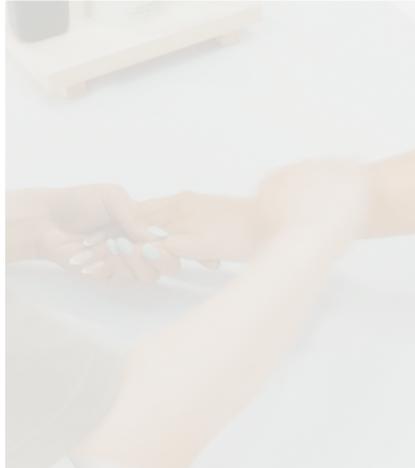


Prepare warm Jasmine Tea in store
Think about details: What
temperature is the tea offered?

Invite passers-by to enjoy a cup of tea
What ingredient story can you say
about jasmine flowers and link to
Plantfusion?

Warmly welcome customer join you in
the store for a holistic experience!

SELLING CEREMONY



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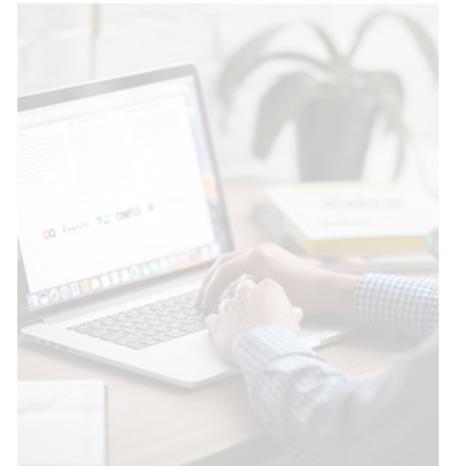
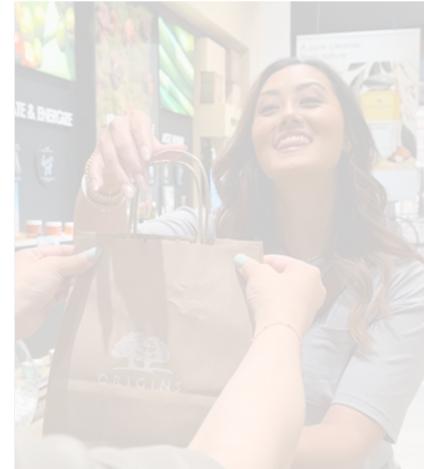




INVITE AND CONSULT

- Proactively invite new and existing clients to try our new Plantfusion products
- Share the knowledge you learned from previous section about body skincare
- Ask the questions you learned from previous section and consult about your customer's body skin type, any concerns, and lifestyle

SELLING CEREMONY



Welcome &
Traffic Stopper

Invite and
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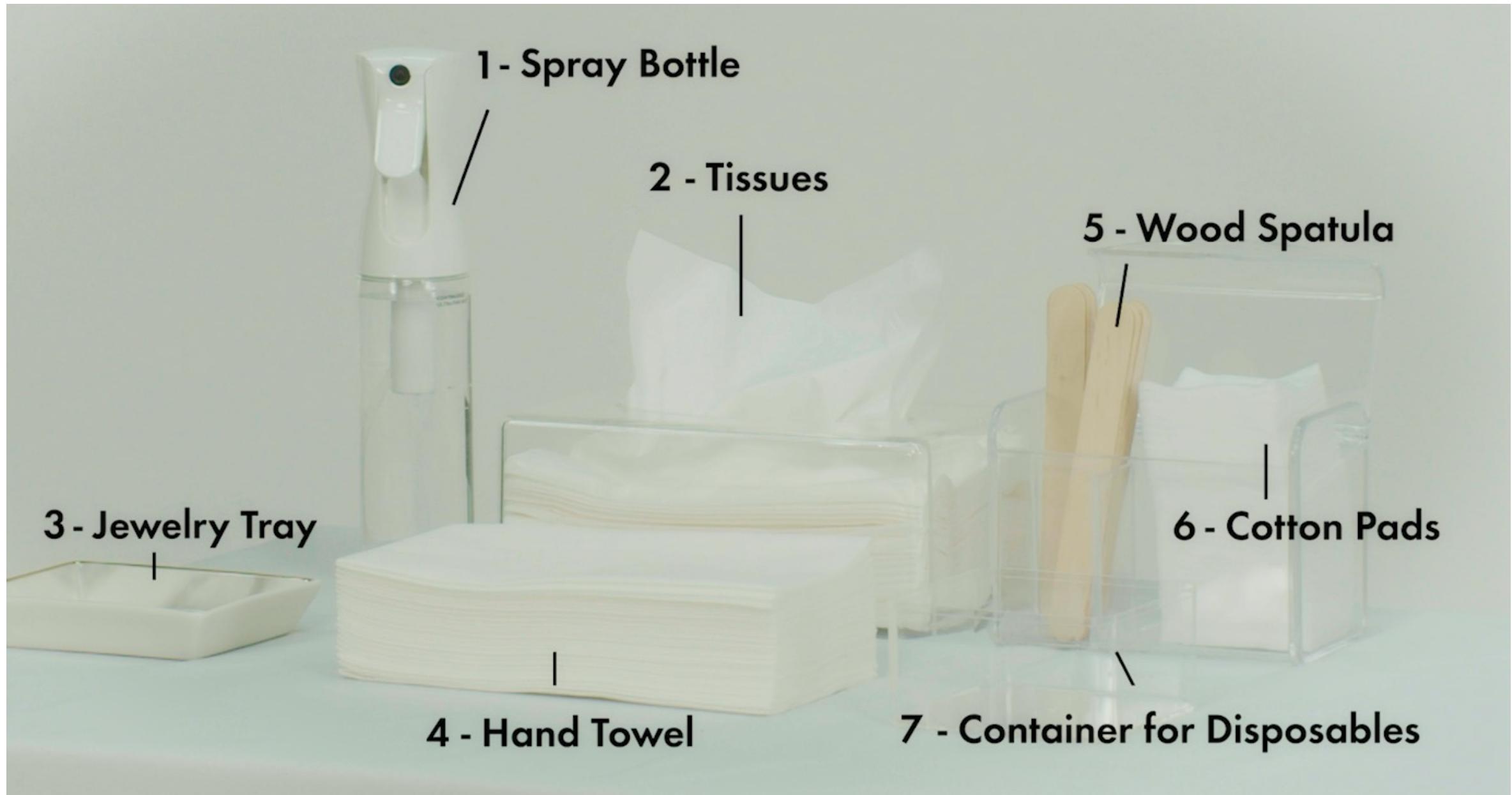


Well Prepared? Let's dive into

NATURE'S INDULGENCE SERVICE WITH PLANTFUSION

FEATURING HANDS & ARM MASSAGE

Service Preparation



Service Preparation

IF YOUR STORE DOES NOT HAVE A SINK



➤ Decorate with dry jasmine flowers floating on the water

➤ Fill pitcher and bowl with clean water



Plantfusion Nature's Indulgence Service Instructions

FIRST PRODUCT: BODY WASH

Action	Tools	Say	Ask
1. Cleanse your own hands	<i>With sink:</i> cleanse your hands under sink with PF wash <i>Without sink:</i> use hand sanitizer	Inform clients that you're cleansing your own hands first to give them a peace of mind for hygiene reasons	
2. Ask for client's preference of hand use for service. • Ask for permission to remove their jewelry or watch and place in a tray within their sight.	Jewelry tray	Inform clients that you'll be performing a hand & arm massage and it's best to remove the jewelry pieces	Ask for permission
3. Apply 1 pump of hand & body wash onto back of client's hand	PF hand & body wash		
4. Add water and lather to foam, gentle massage to cleanse hands • Optional: Use a wash foamer to foam and apply onto client's hand	<i>With sink:</i> can conduct under sink <i>Without sink:</i> use water spray and bowl to perform	Education customer about shower massage technique and pro tips. Share the efficacy of plantfusion wash, our ingredient story and benefits	
5. Cleanse with water and dry with hand towel	<i>With sink:</i> conduct under sink <i>Without sink:</i> use water pitcher and bowl to perform	Highlight the high performance and sensorial experience	
6. Invite customer to enjoy the scent that's left on their hands		Share the ingredient story of fragrant blend	Ask customer how they feel about the scent.

Plantfusion Nature's Indulgence Service Instructions

SECOND PRODUCT: LOTION ft. HAND & ARM MASSAGE

Action	Tools	Say	Ask
1. Cleanse your own hands	With sink: cleanse your hands under sink with PF wash Without sink: use hand sanitizer		
1. Prep and treat the back of hand with our Signature MMTL	MMTL	Introduce our hero product MMTL and inform client that for best result, you are using MMTL to prep and hydrate before applying plantfusion	New customer: if they have used Origins products before and educate Existing customer: Reinforce the benefits of MMTL
2. Apply 2 pumps of lotion onto back of customer's preferred hand			Ask for permission to apply product on customer's preferred hand (recommend left hand); Invite client to see the texture
3. Perform Hands & Arm Massage – Refer to Slide 59-60		Introduce product efficacy, ingredient storytelling. Share pro tip of hand & body mask treatment at home	During hands & arm massage, check in with customer frequently on how they feel and adjust according to their preference.
4. Invite customer to tent hands under nose and perform 3 deep breath		Guide customer to deep breathe 3 times to relax and enjoy the PF fragrant blend	Ask how they feel after the massage

Plantfusion Nature's Indulgence Service Instructions

SECOND PRODUCT: SOUFFLE ft. HAND & ARM MASSAGE

Action	Tools	Say	Ask
1. Prep and treat the back of hand with our Signature MMTL	MMTL	Introduce our hero product MMTL and inform client that for best result, you are using MMTL to prep and hydrate before applying plantfusion	New customer: if they have used Origins products before and educate Existing customer: Reinforce the benefits of MMTL
2. Open the jar and turn upside down a couple times		Introduce the airy, luxurious whipped texture of souffle	
3. Scoop out an almond-size souffle and warm up between hands	Wooden spatula		Ask customer's permission to start with left hand (recommended)
4. Perform Hands & Arm Massage (Refer to slide 59-60)		Introduce product efficacy, ingredient storytelling. Share pro tip of hand & body mask treatment at home	During hands & arm massage, check in with customer frequently on how they feel and adjust according to their preference.
5. Invite customer to tent hands under nose and perform 3 deep breath		Guide customer to deep breathe 3 times to relax and enjoy the PF fragrant blend	Ask how they feel after the massage

Plantfusion Express Service

Customer on a rush? Follow the Express Service instruction to still give
then a complete, fast experience!

Express Service Instructions

ft. PF Wash & Lotion/Souffle with Hand Massage only



	Step 1	Step 2	Step 3	Step 4	Step 5	Step 6	Step 7
Action	Sanitize your hands	With a small water spray bottle, lightly damp the customer's hand	Dispense out a small amount of hand and & body wash onto back of client's hand to try OR use a small bowl to whip up and try	Cleanse and Let the customer feel the foaming texture and the beautiful scent	Place a tissue on top saturate with water, and wipe off the wash.	Educate on the difference between lotion and souffle. Perform hand massage ONLY – Slide 60	Have the customer to take in 3 deep breaths for a holistic experience
Say	Inform clients that you're cleansing your own hands first to give them a peace of mind for hygiene reasons	Inform clients that you'll be performing a hand massage and it's best to remove the jewelry pieces	Talk about PF wash natural ingredient story, efficacy, benefits	Talk about the PF signature scent		Highlight the high performance and sensorial experience	Ask customer how they feel about the scent



HAND & ARM MASSAGE TECHNIQUE WITH PLANTFUSION

HAND & ARM MASSAGE PREPARATION



Introduce Mega-mushroom treatment lotion and saturate 2 pieces of cotton pad to prepare the customer's hand for Plantfusion.

All Skin Type



Plantfusion Softening Hand and Body Lotion for all skin types

Dry Skin Type

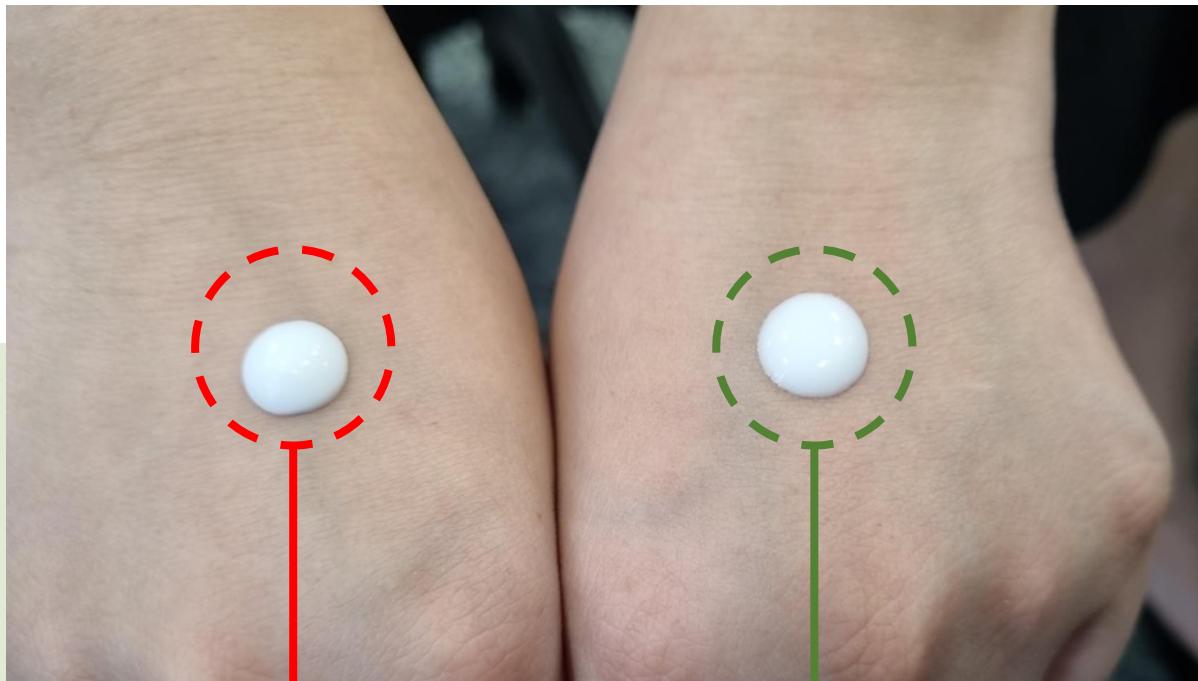


Actual size of an almond
Wooden Spatula

Plantfusion Hydrating Body Souffle with a wooden spatula to pick up almond-size amount.

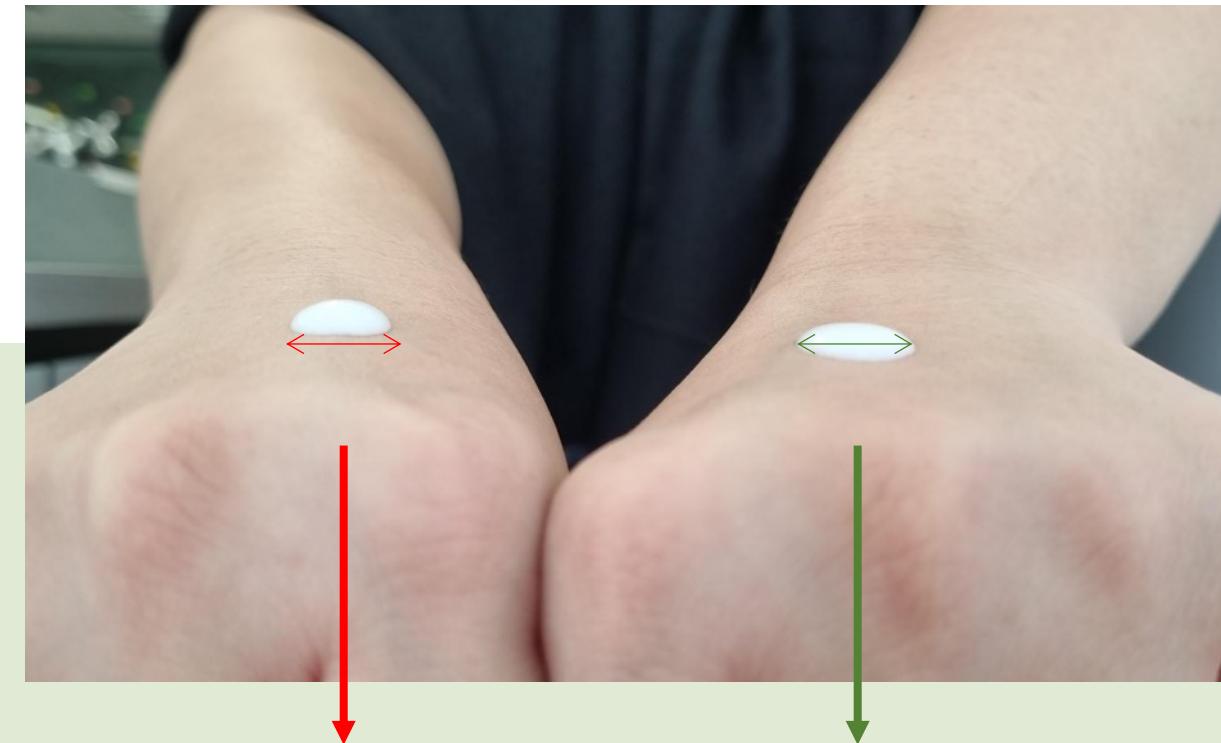
PRO-TIP: PREPPING WITH MMTL BEFORE PLANTFUSION

Prior to using Plantfusion Lotion or Souffle, prep and hydrate with Mega-Mushroom Treatment Lotion



Without
Mega-Mushroom
Treatment Lotion

WITH
Mega-Mushroom
Treatment Lotion

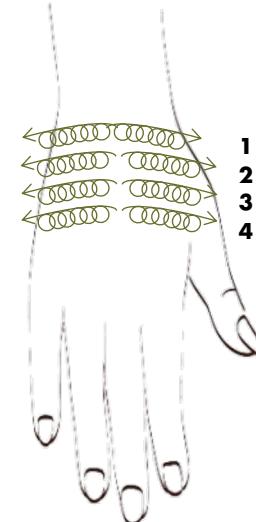
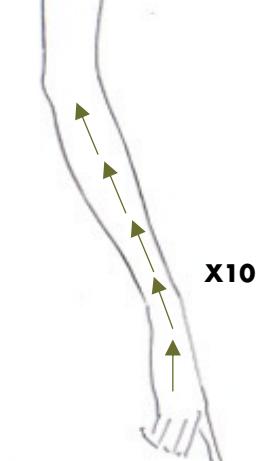
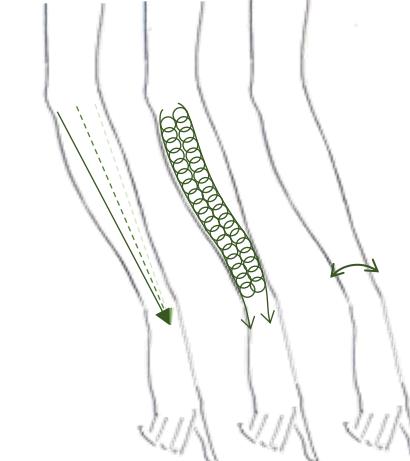
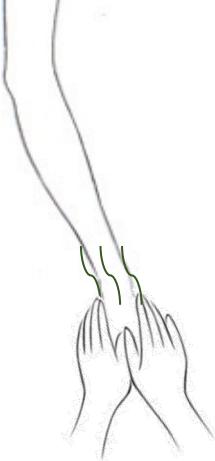
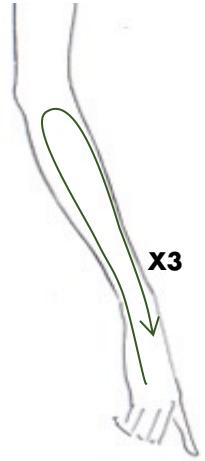
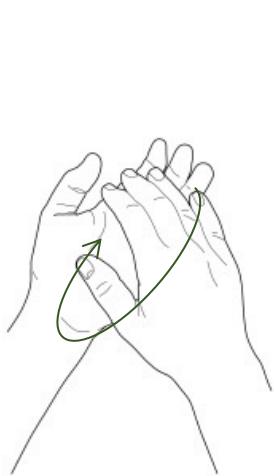


Without
Mega-Mushroom
Treatment Lotion

WITH
Mega-Mushroom
Treatment Lotion

HAND & ARM MASSAGE TECHNIQUE

1. ARM MASSAGE



Warm up PF Lotion OR Souffle in between palms.

Perform effleurage movement from the wrist up to the elbow (apply firm pressure) and glide (light pressure) back to the wrist on both the front and back of the hand.

Place both hands onto wrist and perform vibration.
Do 5 counts silently.

Split the hand into 3 sections
Glide up to elbow and perform kneading motions using both thumbs down to wrist and glide out.
Repeat on back of the hand

Using your palms, glide up from wrist up to elbow with alternative motions.
Glide back down to wrist.

Perform kneading motions on the metacarpals.

BENEFITS

For quick and easy spreadability during the massage

Relaxation and facilitate cleansing of the skin.

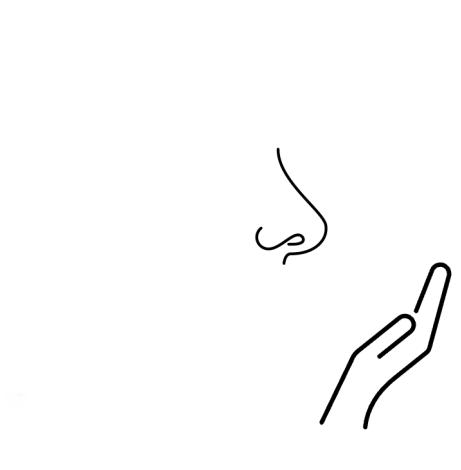
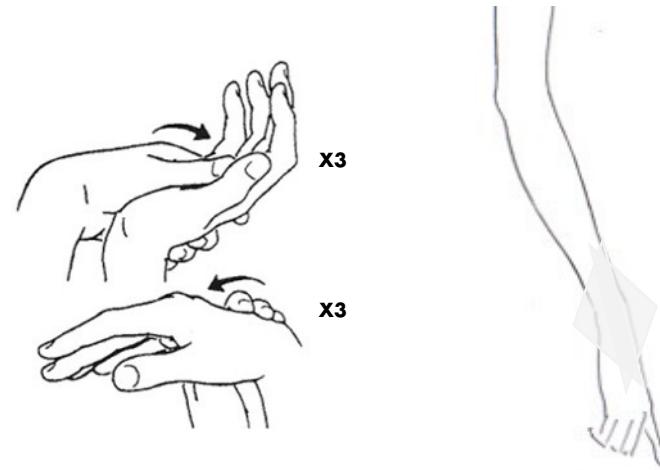
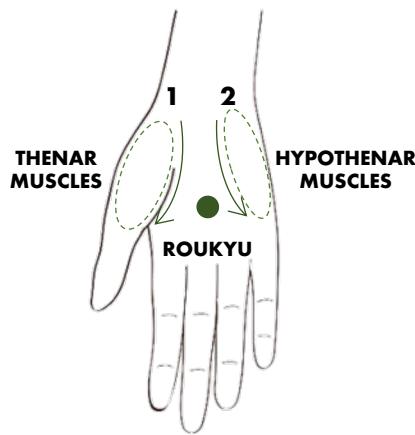
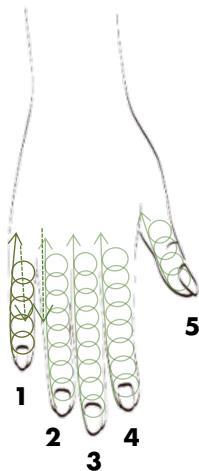
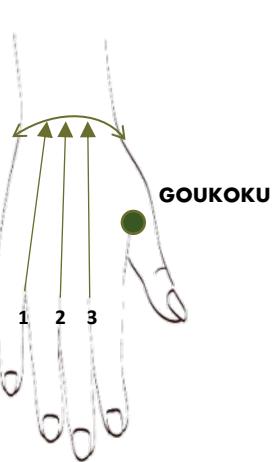
Helps to soothe irritated nerves and relaxes muscle.

Stimulating and helps eliminate waste products from skin tissues.

Stimulating and helps eliminate waste products from skin tissues.

HAND & ARM MASSAGE TECHNIQUE

2. HAND MASSAGE



Using 1 thumb, glide up the hollow part on the metacarpals up to the wrist and glide out.

Rub the point (GOUKOKU) between the thumb and index finger in circular motions 2 to 3 times and press gently.

Starting from the pinky finger, Perform kneading motions on the phalanges starting from tip up.

Then glide them back to the tip from the sides and press both sides of the fingertip to balance the body

Using your thumbs, glide the Thenar and Hypotenar muscles with alternate motions. (3 times on each muscle.)

Lastly press once (5 counts, strongest at the 3rd count) on the tsubo point (ROUKYU) in the center on the palm.

Passive movement
Place the fingers of your dominant hand to the 4 fingers of your customer while lightly supporting her wrist with the other hand.

Gently bend towards the back.
(Start slowly and gradually increase the pressure)

Then use a piece of tissue and gently dab away excess cream and perform the whole routine on the other hand.

Lastly, with the customer's hands facing them, invite the customer to take in 3 deep breaths.

BENEFITS

Good for skin roughening and fine lines.

Stimulating and helps eliminate waste products from skin tissues.

Helps with fatigue.

Helps with wrist flexibility and prevents stiffening.

Beautiful relaxing scent for a holistic experience.

Items to prepare (depends on your store's capacity)

DESCRIPTION & PURPOSE	ITEM
WOODEN TRAY PURPOSE: To place all products on the tray.	
TISSUE AND COTTON HOLDER FROM MUJI PURPOSE: To hold tissues and cottons.	
TISSUE PURPOSE: To lay on table for customer to place hands and to dab at the end of massage.	
COTTON PADS PURPOSE: For mega-mushroom treatment lotion	
DISPOSABLE HAND TOWELS PURPOSE: To dry customer's hand after hand wash	

(OPTIONAL)

Foam Cup

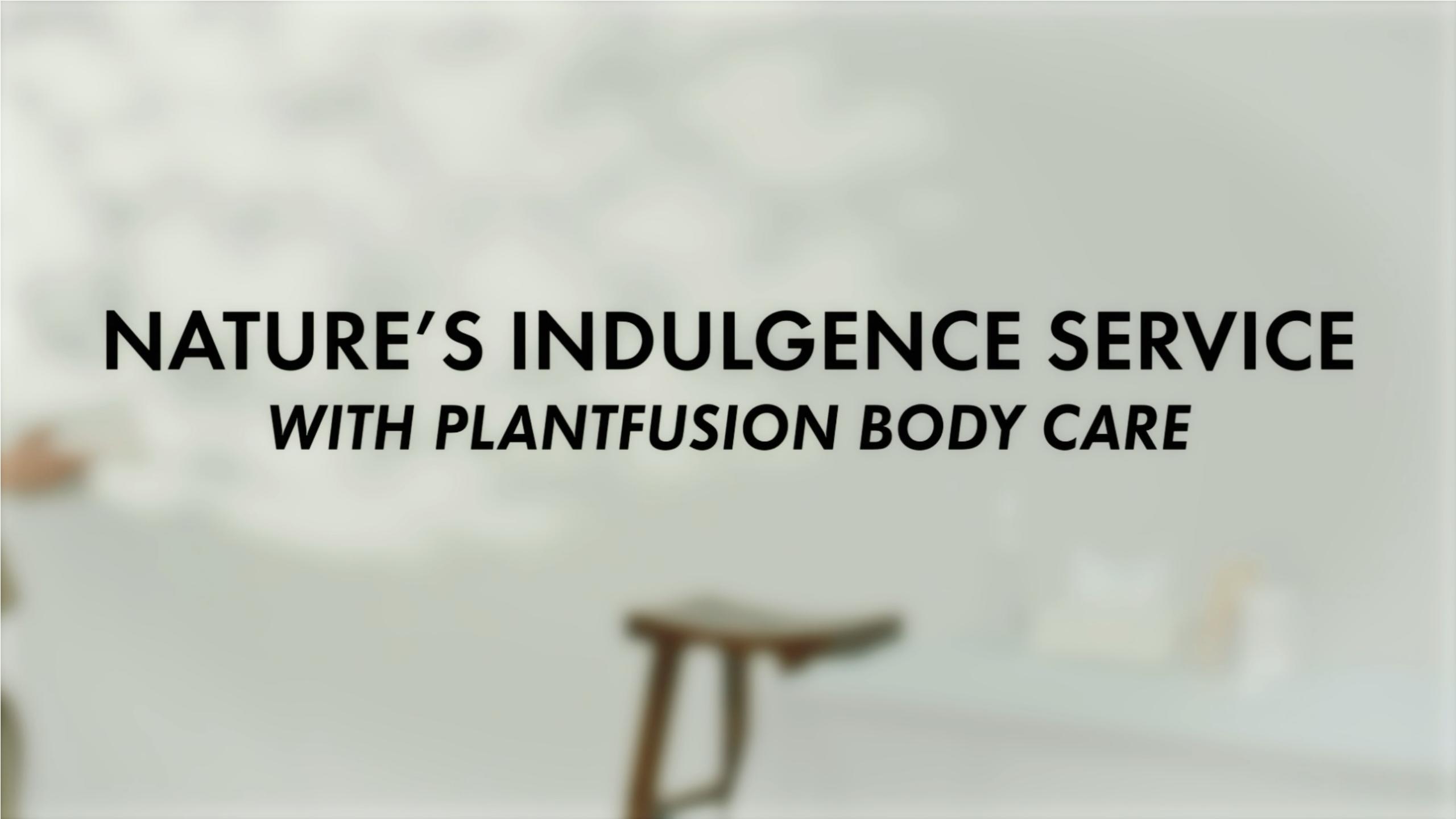
Purpose: For body wash demo, lather the best foam



DESCRIPTION & PURPOSE	ITEM
SMALL CLEAR CONTAINER PURPOSE: To dispose of used tissues and cotton.	
JEWELRY TRAY WITH NO COVER PURPOSE: For clients to place their jewelry or watches when enjoying the hand & arm massage	
WOODEN SPATULA PURPOSE: To scoop out souffle	
CONTINUOUS SPRAY WATER BOTTLE PURPOSE: To rinse and wash the customer's hand after using the hand wash	
LARGE GLASS BOWL PURPOSE: To hold all the rinsed water from the hand wash	

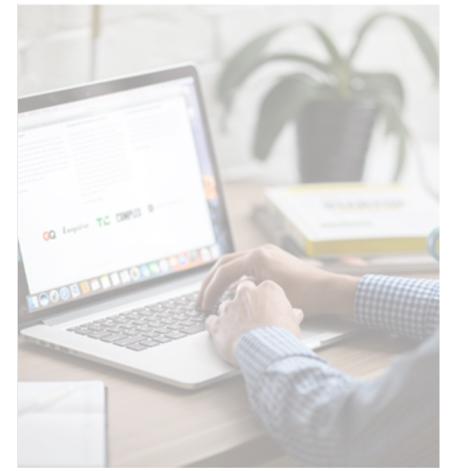
Arm Rest Placemat (Water resistant)

Purpose: For hand & arm massage comfort



**NATURE'S INDULGENCE SERVICE
WITH PLANTFUSION BODY CARE**

SELLING CEREMONY



Welcome &
Traffic Stopper

Invite and
Consult

Service

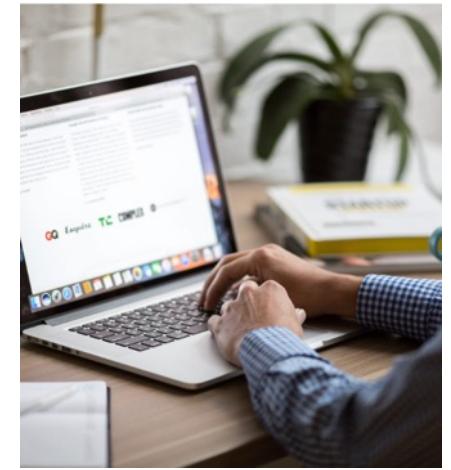
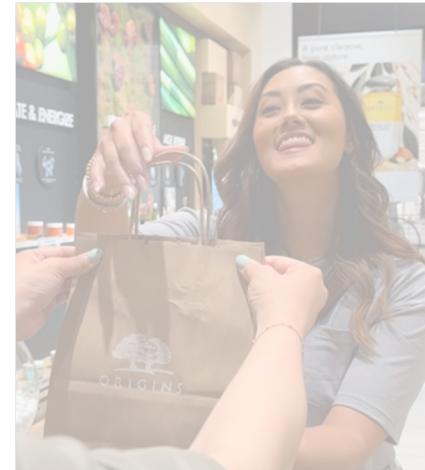
Closing

Follow Up

Remember “ABC” – Always Be Closing!

Eventually, your goal is to close the sale. Having the mindset of “ABC”- Always Be Closing will help you to be more strategic.

SELLING CEREMONY



Welcome

Invite and
Consult

Service

Closing

Follow Up

Follow Up

Follow up with your customer within 2 weeks to check on their product usage, provide more information, and invite them to come back to the store to try something else (e.g. mini facial)

SHARE THE STORY

1.
BODY SKIN 101

2.
PLANTFUSION FRANCHISE

3.
PLANTFUSION
RITUALS

4.
BODY SERVICES
DEEP DIVE

5.
CONSUMER
INSIGHTS AND
KEY ACTIONS



INSIGHTS: Your Powerful LINK-SELL Opportunity:

Bath & Body With Skincare

- Statistics show that Origins Bath & Body shows recruitment power.
- Among overall bath & body consumers, bath & body routine is intertwined with facial skincare category such as cleanser, mask, toner/water lotion, etc.

Discuss with your peer:

What are some of the key actions you would like
to take based on the insights shared above?

INSIGHTS: Your Powerful LINK-SELL Opportunity:

Bath & Body With Skincare

Key Action Example 1:

Leverage service to introduce Plantfusion to new customers to get them interested

- Invite customer to wash hand as they walk in
- Try-on Hand lotion for passers-by and invite them to come in
- Provide jasmine tea to customers to link to PF

Key Action Example 2:

Leverage skincare to introduce Plantfusion to existing customers

- Introduce and educate customers about bodycare routine (as important as their skincare!)
- Share the value of high performance and sensorial experience of Plantfusion

INSIGHTS: BODY X GIFTING



DID YOU KNOW?

Self-gifting is the most common.

How would you promote
Plantfusion body
franchise for gifting
moments?

INSIGHTS: BODY X GIFTING



Key Action:

Everyone deserves giving themselves a treat with Plantfusion Bath & Body products – a true indulgence to please themselves.

- ✓ Encourage those "Everyday Gifting" and "Just Because" moments!



Pro Tips!



Tailor everyday gifting moments for less than 2 weeks purchase journey

For customers who are pregnant, certain religious preference, or care about ingredient sourcing, share our Vegan commitment!



QUIZ

QUIZ

Q1
What does Plantfusion embody?

- A. Phyto-powered ingredients
- B. Expertise in skin physiology
- C. Infusion of high performance and deep sensorial experience
- D. All of above

Q2
What's Phyto-Powered Complex?

- A. Shea butter and apricot oil
- B. Naturally derived **Salicylic Acid from White Willow Tree Bark and Wintergreen Leaves**
- C. Vegan ingredients

QUIZ

Which one is false about body skin?

- A. Skin is the largest organ of human body
- B. Body skin is the same as facial skin
- C. Body skin has different skin types and need to be taken care of accordingly

What's the unique selling points of Plantfusion? (Check all that applies)

- A. High performance
- B. Highly naturally-derived formula
- C. Deep sensorial experience
- D. All of above

DISCOVER PLANTFUSION

THE LEARNING JOURNEY



PLANTFUSION

DISCOVER THE NEW PLANTFUSION FRANCHISE

Additional exercises to become more familiar with the product.



1

Review

Read through the Education materials a second time and write down notes - key ingredients, benefits and most importantly, how would you bring service to life?

2

Product Pro

Use your Plantfusion gratis for 2 weeks, try different regimens, then share your experience, tips, and results with the team.

3

Practice

During down time, practice the service demo with your colleague.

4

Videos

Watch all the educational videos provided to help retain key information and service practice

5

Peer Activities

Practice your sales pitch - Roleplay with another Guide! Create a client profile - and have your peer play the client. Practice product storytelling and service. Provide feedback and switch!



ORIGINS

The genius of nature.TM

APPENDIX

CLAIMS BY REGION

HYDRATING BODY SOUFFLE WITH PHYTO-POWERED COMPLEX

Phyto-powered with Shea Butter and Apricot Oil (95% Naturally derived)

Usage: Apply all over body twice daily, until absorbed

US/EMEA

IMMEDIATE

- All day moisture (8 hrs)*
- 96% of panelists saw an improvement in texture*
- 92% of panelists had an improvement in barrier strength (4 hrs) *

* Clinical testing on 25 women, after using the product once

CHINA

IMMEDIATE

- All day moisture (8 hrs.)*
- 96% of panelists had an improvement in texture*
- 92% of panelists had an improvement in barrier strength (4 hrs) *

* Clinical testing conducted by Origins on 25 women, ages 20-68, after using product once. Effect varies by individual.

APAC ex China

IMMEDIATE

- All day moisture (8 hrs)*
- 96% of panelists had an improvement in texture*
- 92% of panelists had an improvement in barrier strength (4 hrs) *

*Clinical testing on 25 women after using product once.

UK

- 93% Skin feels more moisturized (after just 1 use)*
- 88%: felt softer, more nourished and conditioned (after just 1 use)*
 - 91% Skin looks revitalized & luminous with a healthy-looking glow (after just 2 weeks)**

*Consumer testing on 112 women after using product once

**Consumer testing on 111 women after using product for 2 weeks

CLAIMS BY REGION

SOFTENING HAND & BODY LOTION WITH PHYTO-POWERED COMPLEX

Phyto-powered with Hyaluronic Acid and Apricot Oil (99% Naturally derived)

Usage: Apply on hands and body twice daily, until absorbed

CLINICAL CLAIMS:

US/EMEA

IMMEDIATE

- 96% of panelists saw an improvement in texture*
- 92% of panelists had an improvement in barrier strength (4 hrs)
* Clinical testing on 25 women, after using the product once

2 WEEKS

- 92% of panelists had an improvement in moisture*
* Clinical testing on 25 women, after using the product for 2 week

UK

IMMEDIATE

- Immediate improvement in moisture*
- Immediate improvement in radiance**
* Clinical testing on 25 women, after using the product once
** Clinical testing on 24 women, after using the product once

CHINA

IMMEDIATE

- 96% of panelists had an improvement in texture*
- 92% of panelists had an improvement in barrier strength (4 hrs) *

* Clinical testing conducted by Origins on 25 women, ages 20-68, after using product once. Effect varies by individual.

2 WEEKS

- 92% of panelists had an improvement in moisture*

* Clinical testing conducted by Origins on 25 women, ages 20-68, after using product for 2 weeks, twice daily. Effect varies by individual. .