



ARBONNE  
INTERNATIONAL

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# GO Getter

Your Quarterly Guide To Taking Control

Spring 2005

## What's Inside

- CALCULATING CALORIES IN WEIGHT LOSS
- LIFTING WEIGHTS AND DROPPING SIZES
- GOING, GOING, GONE! DIETARY SUPPLEMENT  
TURN THOSE CRAVINGS INTO WEIGHT LOSS SAVINGS
- RECIPES FOR A PICNIC MEAL

## BECOME A GO GETTER!

Show and tell  
your results  
with Figure 8™!



Lose 20+ pounds with Arbonne's Figure 8™ Weight Loss products and we'll recognize your success as a "Go Getter" in this newsletter. Submit your success story and photo ("before" and "after" are best) and we may feature you in this quarterly Figure 8™ GO Getter newsletter plus we'll put you online @ www.GOFigure8.com.

We can't "weight" to feature you!

### Here's what to do:

1. Use the Figure 8™ products
2. Take a "before" photo of yourself
3. Lose 20 (+) lbs.
4. Take an "after" photo

Then e-mail or mail your photos, product testimonial, name, phone number, city and state to:

**Kirsten Aguilar**

Marketing Coordinator

kaguilar@arbonne.com or mail to:

9400 Jeronimo, Irvine, CA 92618

## CONGRATULATIONS ... TO CHARLOTTE DIVELY, YOU'RE A GO GETTER!

“Arbonne products have supported a physical transformation for me, both inside and out, in one year (September 2003 to 2004) — I am about 40 pounds lighter, four sizes smaller, have clearer skin and a more positive attitude than ever.”



BEFORE



AFTER

And Charlotte adds,

“It's pretty amazing what putting the right stuff on your skin, in your body and on your mind, can change. Within three months, I went from a size 18 to a size 14. I also used the **NutriMinC™ RE<sup>9</sup>** skin care line, **Prolief** Natural Balancing Cream, the Arbonne Bio-Nutria™ **Complete Essentials for Women, Calcium Plus and Defense Builder Antioxidant**. At first, I was not regular about taking the Figure 8™ **Going, Going, Gone!** Dietary Supplement, but faithful with the skin care line and balancing cream, as I got almost instant results. I added the new, Figure 8™ **Daily Detox Tea** to my diet. The only other thing I did differently was to eat the carbohydrates and sweets in the morning and at noon only. I stuck with veggies, salads and meat in the evening meal. I replaced all my cosmetics, lotions, cleansers, shampoo and conditioner with Arbonne products.

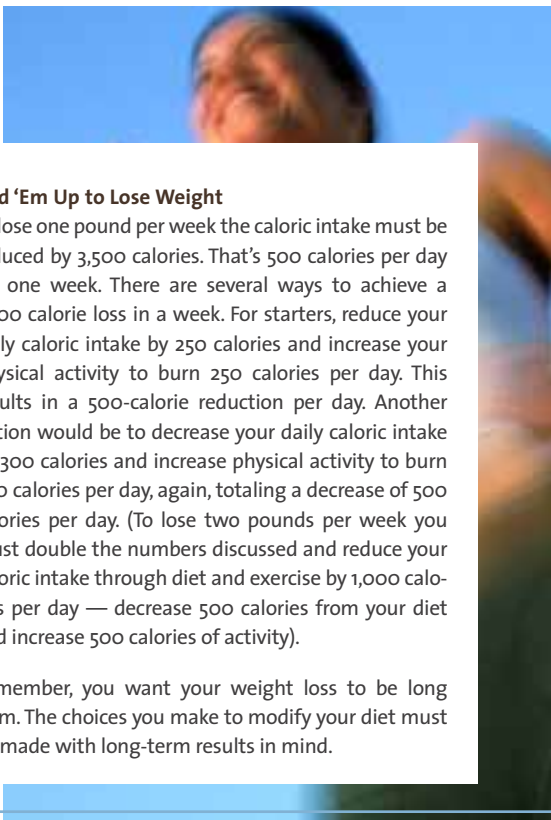
I became consistent in taking the Figure 8™ **Going, Going, Gone!** Dietary Supplement and added the Arbonne Bio-Nutria™ **Herbal Colon Cleanse, Heart Formula, Optimal Digest, Lip Service** and I now take the **NutriMinC™ RE<sup>9</sup> RESist** twice daily. When I get the urge for sweets I'll have a Figure 8™ **GO Easy!** Protein Shake with the **Just Go!** Orange Fiber Shake, mixed with lots of ice, yogurt, frozen blueberries and a teaspoon of organic peanut butter, which tastes like a treat. My exercising consists of walking my dog, yard work and low-impact stretching with some light weightlifting.

I'm all-aglow with the transformation and full of anticipation for what is in store for the future. Thanks, Arbonne!”

— Charlotte Dively, from Loganville, GA

... testimonials continued on back cover.

# Counting Calories



## Calculating Calories Equals Weight Loss Success

From all you hear, you'd think calories are really bad for you. It's true that most people today consume more calories than they need. But we all need a certain amount of calories in our diets to fuel our activities — everything from grocery shopping to swimming a few laps around the pool. So what's the skinny on calories?

A calorie is a unit of energy that measures how much energy food provides to the body. The body needs calories to function properly.

Calories are also the answer to weight loss. No matter what style of weight loss program you follow — and whether it is low carbohydrate or Figure 8™ — certain rules apply. For example, a calorie is a calorie and losing 1–2 pounds per week is a healthy approach to long-term weight loss. Why only 1–2 pounds per week? A 1–2 pound weight loss is a significant achievement when you look at the number of calories required to lose (or gain) one pound of body weight.

### Add 'Em Up to Lose Weight

To lose one pound per week the caloric intake must be reduced by 3,500 calories. That's 500 calories per day for one week. There are several ways to achieve a 3,500 calorie loss in a week. For starters, reduce your daily caloric intake by 250 calories and increase your physical activity to burn 250 calories per day. This results in a 500-calorie reduction per day. Another option would be to decrease your daily caloric intake by 300 calories and increase physical activity to burn 200 calories per day, again, totaling a decrease of 500 calories per day. (To lose two pounds per week you must double the numbers discussed and reduce your caloric intake through diet and exercise by 1,000 calories per day — decrease 500 calories from your diet and increase 500 calories of activity).

Remember, you want your weight loss to be long term. The choices you make to modify your diet must be made with long-term results in mind.

## Calorie-Burning Activities

Here is a list of the amount of calories burned in 30 minutes, depending on activity:

Activity	Calories Burned*
Swimming laps	360
Walking on a Treadmill	340
Running (5.2 mph)	320
High-impact Aerobics	250
Stair Stepper	220
Bike riding (12 mph)	205
Dancing	200
Walking (3 mph)	120
Walking (2 mph)	80

\*Numbers based on a 150-pound individual.

*“I just finished week three and I love the Figure 8™ Weight Loss Program. I haven't felt this good in this week and my clothes are fitting better. I can tell the difference in this healthy fat loss versus weight loss goal.” – Lorna, posted on the GOFigure8.com Bulletin Board*

## Ask the Expert



Have a weight loss, nutrition or Figure 8™ product question? Why not Ask the Expert ... and say hello to Michele A., Arbonne's Product Manager, Nutrition. E-mail her anytime @ GOFigure8@arbonne.com.

**Q: I just had a baby, started using the Figure 8™ Weight Loss Program and would like to know how many calories I should be consuming a day?**

**A:** There is a simple formula that can help you calculate the estimated number of calories you need to maintain your current weight, or lose weight. Based on your weight loss goals, you can adjust your calorie intake and exercise regimen accordingly. For long-term, healthy weight loss, you should not be losing more than two pounds a week.

### Step 1

Your weight in pounds \_\_\_\_\_ ÷ 2.2 = \_\_\_\_\_

### Step 2

Your height in inches \_\_\_\_\_ x 2.54 = \_\_\_\_\_

### Step 3

9.6 x answer from step 1 = \_\_\_\_\_

### Step 4

1.8 x answer from step 2 = \_\_\_\_\_

### Step 5

4.7 x your age in years = \_\_\_\_\_

### Step 6

Add answer from step 3 + answer from step 4 – answer from step 5 = \_\_\_\_\_

### Step 7

Add 655 to the answer from step 6 = \_\_\_\_\_  
(Resting Metabolic Rate)

**This formulation is for women.**

Please visit [www.GOFigure8.com](http://www.GOFigure8.com) to “calcul8” the estimated caloric needs of both men and women.

*This formulation is only an estimate. Actual calories needed to maintain or lose weight may vary based on muscle mass, activity and a variety of other factors such as illness and/or pregnancy. Please keep this in mind when using this calculation.*

### Step 8

Answer from step 7 x applicable number that follows= \_\_\_\_\_

- 1.2 if you do little or no exercise
- 1.375 for people who do light exercise 1–3 days a week
- 1.55 for people who do moderate exercise 3–5 days a week
- 1.725 for people who do strenuous exercise 6–7 days a week

**This is the minimum number of calories you need each day to maintain your present weight.**

### Step 9

Answer from step 8 – 500 = \_\_\_\_\_  
**This is the minimum number of calories you need each day to lose one pound a week ... to lose two pounds a week, just subtract 1,000 instead of 500.**



Figure 8™ Going, Going, Gone! Dietary Supplement  
**Who would've thought you'd gain so much from losing?**

The spring in your step, the newly-found confidence, the health benefits — not a bad trade-off for weight loss.

With the Figure 8™ Going, Going, Gone! Dietary Supplement, you're gaining by losing. This threefold formula helps support fat loss by suppressing your appetite and increasing metabolism.\*

**Give those extra pounds a one-two punch and get your Figure 8™ back.**



## Arbonne's Proprietary Get Going! Herbal Blend includes:

**Garcinia Cambogia** – Helps reduce the appetite when taken before meals, while playing a role in fat metabolism and the reduction of fatty acid formation.<sup>1</sup>

**ForsLean® Coleus Forskohlii** – Stimulates lipolysis (the breakdown of stored fat) as well as inhibit the synthesis of fat in adipocytes (fat cells).<sup>2</sup>

**Green Tea** – Aids in thermogenesis (increasing metabolism) and promotes fat oxidation.<sup>3</sup> Contains catechins, noted for powerful antioxidant properties.<sup>2</sup>

**Gymnema Sylvestre** – Plays a role in improving blood sugar control.<sup>2</sup>

**Ginger** – Noted for its ability to increase thermogenesis.<sup>2</sup>

**Pepper (Black, Green, Red)** – Increases thermogenesis. Research has shown that peppers can raise metabolic rates by as much as 25 percent.<sup>1</sup>

**Banaba** – Controls appetite and food cravings. Promotes healthy insulin levels and balances blood sugar.<sup>4</sup>

1. The Green Pharmacy, J. Duke, Ph. D.  
2. The Healing Power of Herbs, Murray, M.T., N.D.  
3. American Journal of Clinical Nutrition 1999; 70:1040-5  
4. Supplement Watch, various authors



## Going, Going, Gone! Dietary Supplement

Turn those cravings into weight loss savings

One of the biggest challenges people face when trying to lose weight is food cravings. They are often the result of fatigue and low blood sugar. This is why gaining control of food cravings is beneficial to your weight loss efforts and the **Going, Going, Gone!** Dietary Supplement can help.

### What Are Dietary Supplements?

The Figure 8™ Weight Loss Program includes a dietary supplement that can help suppress the appetite and assist with food cravings.\* The **Going, Going, Gone!** Dietary Supplement is a complete formula with synergistic ingredients and botanicals that can help support weight loss efforts.\* The supplement also includes the **Get Going! Herbal Blend**, an exclusive blend of ginger, pepper, banaba and other unique botanicals known to boost metabolic rate and support blood sugar regulation — both instrumental to effective weight loss.\*

Chromium is a key ingredient in the **Going, Going, Gone!** Dietary Supplement. It is an essential nutrient that helps to maintain blood sugar levels, which in turn can help with cravings. The average American diet is chromium deficient. Only one in 10 Americans has an adequate amount of chromium in his or her diet. A deficiency in chromium can lead to anxiety and fatigue. Gymnema sylvestre and banaba are also helpful with maintaining blood sugar levels; both are part of Arbonne's **Get Going!** Herbal Blend in the **Going, Going, Gone!** Dietary Supplement.

Suppressing your appetite is another challenge when losing weight. Garcinia cambogia and green tea are both found in the **Going, Going, Gone!** Dietary Supplement. They are known for their natural appetite suppressant and energy properties.\* And with the addition of ForsLean® coleus forskohlii extract, which promotes lean body mass, you have an all-inclusive formula to help support your weight loss efforts.\*

... to order the **Going, Going, Gone!** Dietary Supplement, please see back cover.

*... in a long time. My energy level is high and I am sleeping great! I am down another two (2) pounds versus the 'fad weight loss methods.' My body is changing for the better and I know I will reach my*

## Focus on Fitness

### Lifting Weights and Dropping Sizes

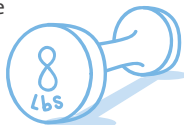
As beauty trends and fads are constantly fluctuating, one look always remains in style — the fit look. Bodies come in all shapes and sizes, and whether you're preparing to run a marathon or just getting ready for that class reunion, you can sculpt your body into top form. One simple way to shape up is through weight training. By mixing cardiovascular exercise with lifting weights, you can guarantee your body a slimmer, healthier look.

Weight training first helps your body by speeding up your metabolism. When muscle mass is increased, the body burns calories more efficiently, especially fat. When you build muscle mass, your muscles actually burn down calories from your food. This leaves fewer excess calories around that could eventually become fat. By lowering your overall calorie intake, you get rid of surplus fat. But, be careful — by drastically cutting your overall calories, your muscles may shrink and your body might store surplus fat, as a precaution against starvation.

The best plan of attack is to lift a light to medium amount of weight, and do a lot of repetitions (somewhere between 10 to 15, in three sets). Doing a high number of repetitions helps your muscles to burn, which leads to growth; and also gives you an aerobic effect, which benefits your heart. But, don't worry. Women do not become masculine-looking when they build muscle mass. In fact, it's quite the opposite. Women's physical make up is different than men's, so you won't be adding as much mass.

In addition to weight training, the body needs rest. During restful periods, the body repairs and restores itself, so make sure to GO, GO, GO to sleep.

By combining these few tips, along with a structured, weight training program and a great weight loss program like Figure 8™, you'll be shaping up nicely, while you ship out the excess baggage.



[WWW.GOFigure8.COM](http://WWW.GOFigure8.COM)

Your Source for Everything Figure 8™



The Chat, @ [www.GOFigure8.com](http://www.GOFigure8.com), is Where it's At!

Attention all GO Getters! Join a live, online chat on the first Tuesday of every month at 4:00 p.m. (PST) with fellow GO Getters and Michele Arth, Arbonne Product Manager, Nutrition.

If you haven't been to [www.GOFigure8.com](http://www.GOFigure8.com), be sure to check it out. We've enhanced and redesigned the Web site home page to make it bigger and better. [See you online!](#)

## Recipes & Meal Options

### HEALTHY MEAL OPTIONS

Try these healthy, and appetizing menu ideas for a delightful, picnic meal that's quick and easy to create!

#### Italian Chicken Salad in Lettuce Cups

5 cups cooked chicken breast, cubed  
1 cup red and yellow bell pepper, thinly sliced  
3/4-cup red onion, thinly sliced  
1/4-cup fresh parsley, chopped  
1/4-cup almonds, slivered  
3/4-cup light Red Wine Vinaigrette Dressing (reduced fat and calorie)  
Salt and fresh, ground black pepper  
12 butter lettuce leaves

Yields: 6 Servings

1. Toss chicken, bell peppers, onion, parsley, and almonds in a large bowl, add enough dressing to coat evenly.
2. Season with salt and pepper.
3. Drizzle with remaining dressing.
4. Spoon chicken salad in lettuce pieces and serve.

#### Three Bean Medley

1/2-pound fresh green beans, washed and cut  
1 15-oz. can red kidney beans  
1 15-oz. can garbanzo beans  
1/4-cup fresh parsley, chopped  
2 round teaspoons Dijon mustard  
1/2-cup light Red Wine Vinaigrette dressing  
Salt and fresh, ground black pepper

Yields: 8 Servings

1. Steam (or boil) fresh green beans until tender.
2. Drain and rinse green beans with cold water, set aside.
3. In a large bowl, combine mustard and vinaigrette dressing. Whisk together.
4. Add kidney beans, garbanzo beans, green beans and parsley to the dressing. Toss to coat evenly.
5. Season with salt and pepper to taste.

#### Dreamy Fruit Salad

1 8-oz., low-fat vanilla yogurt  
1/3-cup orange juice  
1 tsp cinnamon, ground  
2 medium apples, chopped  
2 cups seedless grapes, halved

Yields: 6 Servings

1. Mix yogurt, orange juice and cinnamon in large bowl with wire whisk, until well blended.
2. Add remaining ingredients, mix lightly.
3. Cover and refrigerate until ready to serve.

Clip here for a handy, double-sided recipe + grocery list!





## 4 Products Make it Simple

1. **GO Easy!** Protein Shake with INNER G-PLEX®, Chocolate & Vanilla
2. **Just GO!** Orange Fiber Shake
3. **Going, Going, Gone!** Dietary Supplement
4. **On the GO!** Weight Loss Chews, Chocolate & Citrus

## 8 Dietary Elements Make it Work

1. High protein
2. Low carbohydrate
3. Low fat/no saturated fat
4. No cholesterol
5. No artificial sweeteners, colors or flavors
6. No animal products/by-products (vegetarian)
7. Suppresses appetite\*
8. Boosts metabolism/increases energy\*



## The Way to GO!

Autoship makes it even easier and more cost-effective to fashion your weight loss program.

- 20% savings on all Figure 8™ products
- Your products delivered monthly to your door
- A FREE Arbonne product with each order

### GO Easy! Protein Shake with INNER G-PLEX®

14.8 oz/420 g., 14 servings; \$22 (Canada \$29) each  
Vanilla, #1836; Chocolate, #1837  
Save 20% on Autoship ... \$17.60 (Canada \$23.30)  
#1836A Vanilla, #1837A Chocolate

### Just GO! Orange Fiber Shake

17.3 oz/490 g., 14 servings  
#1835; \$22 (Canada \$29)  
Save 20% on Autoship ... \$17.60 (Canada \$23.20); #1835A

### Going, Going, Gone! Dietary Supplement

90 tablets, 30 day supply  
#1857; \$38 (Canada \$50.75)  
Save 20% on Autoship ... \$30.40 (Canada \$40.60); #1857A

### On the GO! Weight Loss Chews

30 chews per bag; \$18 (Canada \$24) each  
Chocolate, #1834; Citrus, #1833;  
Save 20% on Autoship ... \$14.40 (Canada \$19.20);  
#1834A Chocolate, #1833A Citrus;

### Figure 8™ Daily Detox Tea

20 tea bags  
#1844; \$12 (Canada \$16)  
Save 20% on Autoship ... \$9.60 (Canada \$12.80); #1844A



## "GO Figure" Set Special

Everything you need to GO, GO, GO and get skinny!

1 **GO Easy!** Protein Shake with INNER G-PLEX®, Vanilla

1 **GO Easy!** Protein Shake with INNER G-PLEX®, Chocolate

1 **Just GO!** Orange Fiber Shake

1 **Going, Going, Gone!** Dietary Supplement

1 Bag **On the GO!** Weight Loss Chews, Chocolate

1 **FREE** Figure 8™ Shaker Cup

plus 1 **FREE** Bag **On the GO!** Weight Loss Chews, Citrus, (an \$18 (Canada \$24) value!)

"GO Figure" Set Special; #1875; \$122 (Canada \$161.75)

Save 20% on Autoship ... only \$97.60 (Canada \$129.40) #1875A

*"One of the biggest challenges people face when trying to lose weight is food cravings. They are often the result of fatigue and low blood sugar. This is why gaining control of food cravings is beneficial to your weight loss efforts."* – Michele Arth, Arbonne Product Manager, Nutrition

## Recipes & Meal Options

### RECIPE INGREDIENT LIST

Here's a quick shopping list for the recipes on the reverse side. Just clip and take to the store with you ... be sure to check the refrigerator and pantry and cross out the items you already have at home.

- White meat chicken breast
- Red and yellow bell pepper
- Red onion
- Fresh, flat leaf parsley
- Butter lettuce
- Fresh green beans
- Apples
- Seedless grapes
- Slivered almonds
- Light red wine vinaigrette dressing
- Canned red kidney beans
- Canned garbanzo beans
- Dijon mustard
- Low fat vanilla yogurt
- Orange juice
- Ground cinnamon
- Salt
- Pepper



"For the last 12 years my weight has increased 50–60 pounds more than my desired weight. I never stuck to a food plan nor did I exercise. I was often depressed to be in a tight size 16. So, I began my weight loss journey just days after Christmas in

2004. By combining the Figure 8™ Weight Loss products with a healthy eating plan, exercise, drinking more water and changing my focus — physically and spiritually — I have now lost 20 pounds in 10 weeks; six-and-a-half inches and I am in a lose-fitting size 14 (even a 12 in some clothes!). My goal is to lose another 30 pounds by summer so I can enjoy wearing a bathing suit again. Thanks, Arbonne"

— Teresa Johnson, from Monroe, GA

### SWEET AND SPICY SHAKE

7 oz low-fat milk  
1 scoop **GO Easy!** Protein Shake, chocolate  
1/2-cup ice  
1-tbsp honey  
pinch of Cardamom

"The honey sweetens the shake while the Cardamom gives it a little kick. It is a perfect balance of sweet and spicy."

— Amy Matteson of East Sandwich, MA submitted this delicious shake recipe.

Place all ingredients in the blender and puree for 5 minutes. Serve and enjoy!

## Contact Us

Have a topic you'd like to see featured in *GO Getter*? A Testimonial? A Recipe? Let us know!

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1.877.613.4302

The testimonials in this publication reflect the actual experience of each individual, are anecdotal only and may be atypical.

\* This statement has not been evaluated by the Food & Drug Administration. This product is not intended to diagnose, treat, cure or prevent any disease.



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