

SPONSORING FOLLOW UP QUESTIONS?

1. WHAT DID YOU LIKE BEST?

This shows you what part of Arbonne is most exciting to them! Listen!

2. WHAT INTRIGUED YOU ABOUT THE CALL?

Again, this shows you the part or parts of Arbonne that speak to them. Use the first 2 questions to talk a little more to them about those areas of Arbonne. If they did not get excited about the rewards, don't talk about the rewards. If they got excited about financial freedom, talk about that.

3. WHO DO YOU KNOW PERSONALLY THAT WOULD BENEFIT FROM THE PRODUCTS, THE BUSINESS OPPORTUNITY OR BOTH?

You are looking for names here. The idea of this question is to get them thinking about who they would share Arbonne with. This shows them, "Yes, I do know people! Yes, I do have somewhere to start!"

4. WHERE DO YOU SEE YOURSELF? A 1, 2 OR 3?

1. You are excited about the products and would like to hear the best way to get them and save
2. You are excited about the products and intrigued by the business - maybe have some questions or not quite sure how it could work for you and your family
3. You know you want to partner with us and start your own business

- If a #1 - Share the PC packages - switch gears - share detox and take order
- If a #2 - Ask them to HOST & "See how it works" OR set up a 3 WAY CALL with upline
- If a #3 - GET STARTED, "Knowing what you know now who are 3-4 people that pop in your mind you would want on this awesome ride with you? I can work with both of you at the same time and you want to invite to your kick off for sure
- Book their Grand Opening Events immediately and go over the Getting Started Packet