

ONE ON ONE'S

COME PREPARED

- Is Arbonne for You? laminated
- Close Folder (Close Sheets, Order Forms, Guest Profile, etc)
- Do You Need a Reset? sign
- Healthy Living Guide
- Samples/Kits to send home
- A Getting Started Packet
- Your calendar to book Launch/HHHs
- Know your next Event coming up to invite to
- Belief has a sound. . .it's not so much in what you say, but how big your belief is with regards to Arbonne, this industry and how you can help this person start making supplemental income or replacement income. KNOW that you could possibly be the answer to someone's prayers by bringing this GIFT into their lives. Let them be the one to decide if this is a fit or not. Your job is to offer it and share the opportunity with your PASSION & VISION!

1. SCHEDULE APPOINTMENT – Follow the inviting process

2. FACT FIND & CONNECT – This may not just take 2 minutes! This may take 10-15 minutes. Remember to let them talk twice as much as you.

▪ **FACT FIND**

- “I'd love to get to know you a bit, so tell me what's been going on with you?
- Do you have kids? Tell me about your family.
- What do you do for work? How's work? Do you love it? What does your hubby do? What did you do before kids?
- If you had all the time & money in the world what would you be doing?
- If you keep doing what you are doing how long will it take to have those things you are wanting? (repeat their dreams & goals)
- If I could show you a way to XYZ (repeat need) alongside your busy life, full time job, etc would you want to learn more?

- COMPLIMENT – WHY THEM
 - “You have an attractive personality and have an incredible work ethic!”
 - “You have an amazing network of friends that are so supportive of you!”
 - “You are such a go-getter and that’s the caliber of people we find in Arbonne!”
 - “You remind me of some very successful people in this business!”
 - Build belief in them!

- EDIFY – YOU . . . YOUR TEAM . . . YOUR UPLINE
 - Tell a little bit about your story and maybe your upline’s story
 - Let them know that you are going to the top and that you want them to come with you

3. PRESENT

- PRESENT – Use tools . . . Use your story . . . Connect the dots . . .
DREAMS + ARBONNE = DREAMS COME TRUE
 - Weave in things he/she has told you. Does he/she want more time? Does he/she want more money? Is he/she scared of sales?
 - Weave your personal story & experiences in as well
 - Share Arbonne – company – growth – expansion
 - Share Product Advantage
 - Share about Network Marketing
 - Time leverage
 - Consumable product – timing & trends
 - Comp Plan
 - Where do you see yourself? YOU Decide!
 - ✓ SHOP
 - ✓ SAVE
 - ✓ EARN

4. FIND THEIR FIT (Partner – Connector – Customer) - Sponsoring Questions

- What did you like best? What excites/intrigues you the most?
- What scares you?
- Who do you know? (be specific in what you’re asking for)
- Where do you see yourself?

1. I want to join you and become a Consultant
2. You are excited about the products and intrigued by the business – maybe have some questions and you would love to see how it works...
3. You know you want to change your brand and would love to hear more on the 30 Days to Healthy Living Program or the skincare.

5. CLOSE

- #1 – Sign them up and have them get their Healthy Living Inside & Out Pack. Depending on time go over the first steps. Make sure you let them know to FIND 10 & TEACH 3.

“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 all of you at the same time.”

- Book their Launch Events & Dream Team immediately and go over ABC 123 Getting Started.
- If a #2 – Ask them to HOST
- If a #3 – Share the PC packages – switch gears – share detox and take order.

GOAL

- ✓ SPONSOR A NEW CONSULTANT
- ✓ BOOK EVENT
- ✓ GET THEM ON THE HEALTHY LIVING PROGRAM OR PRODUCTS