1. BOOK YOUR PARTIES!! Dream team and group parties

- **DREAM TEAM**
  Find your Business Partners “the faster you duplicate the faster your business grows”
  Identify the 5 people from your 100-person list that you would want to have on your team.
  a. Look for people who have a DESIRE - to be successful, to replace an income, to be home with their kids, to get out of a job, or just looking for an opportunity.
  b. Look for people who have a history of success in other areas of their lives.
  c. Look for people who are willing to work.
  d. Look for people like YOU!
  e. Handout - “A Penny a Day”
  f. Draw: You doing 6 and your new sponsor also doing 6 - visualize duplication!
  g. You will have to keep booking your own 6-8 monthly presentations until you find business partners! Find them right away, so you can help them with THEIR presentations in their first 30 days. This is incredible duplication. If you are launching a new business partner with 6 presentations, you will only have to find 2 for you that month! Next month, they’ll be doing their own, and you will be launching a NEW business partner or doing your own again. The more business partners you find, the easier it will be to have presentations on your calendar! Always think “YOU and NEW” for your monthly presentations!
  h. Don’t prejudge! Ask even those on your “chicken list.”

- **IMPORTANT:** Always sign people up as a Preferred Client FIRST ($29). You can “upgrade” them at their first group presentation, once they KNOW for sure they are going to build this business!!

- **GROUP PARTIES** - 6 for Success, 8 to be Great, 10 to Win!!
  a. Schedule at least 2 launches and ask 4-6 friends to host for you in their homes - in your first 30 days!!!
  b. Your first 30 days are your training days! Your sponsor is committed to training you during that time, so the more presentations you book, the more training you will receive.
  c. You, the Consultant (not the Hostess), should mail all the invitations about 10 days before the event. Don’t forget about “impromptu” parties as well!!

- **HOST COACHING & PRE-PROFILING** - Handout
HELPFUL “HOW TO’S”

Complete ACTION PLAN workbook from starter pack.
- 21 reasons why or dreams to achieve
- 100 names list (use the memory jogger on page 6 of ActionPlan; also use your cell phone and think of your wedding list)
- Create your “I” story presentation - Handout (page 8 of workbook)
- This is what you will share at your presentations. Why are you in this business? What will it do for you and your family? What do you love about Arbonne?
- Also - Determine a 30-second answer to the “What do you do?” question.
  (Ex.: “I own my own business with a health and wellness company, and I teach people how to start their own businesses.”)

2. GET YOUR PRODUCTS

BE A PRODUCT OF THE PRODUCT - use everything -
- Order your RSVP 1 for personal use products color and RSVP 2.
- Handout: Biz builder options
  - Retail Volume = $2200, Cost to you= $1900
  - WHY? Gives you the best start!! You have all you need to show and be “in business” AND you just did first step District for a PAY RAISE!!
- Arbonnize Your Home!
- Handout: Arbonnize Your Home

ORDER BUSINESS AIDS - order forms, samples, applications, catalogues, contents for Discover Arbonne packets, etc can be ordered at Shop Online - business aids tab.

CONTENTS OF A DISCOVER ARBONNE PACKET:
- Arbonne Folder (#2500)
- Discover Arbonne Brochure (#2673)
- Before/After Brochure (#2520)
- Consultant Application (#9076) - SIGNED by you
- Benefits Flyer (downloadable from Linda’s website)
- Product Catalogue (#1933)
- EOA Stories (your upline + one that relates to your prospect’s background)
- RE9 Sample Pack
- Your Business Card
3. SHOW ME THE MONEY!

- An average presentation is $500 in sales
- The average “pay” per party is $50-$200
- So for 6 parties = $200 to $1200 earned

- Do that for TWO MONTHS (6 this month and 6 next) and you will be close to recouping your initial product purchase of $1900 or completely recouped and then some.
- At this point, if you decide this isn’t for you, you could walk away, and have all your products paid for.

- BUT, when you do this let me show you where your business would be...
  a. Month 1, $2200 RV product order, 6 parties x $500 = $3000, total group volume for month 1 = $5200 YOU JUST COMPLETED DISTRICT MANAGER IN ONE MONTH
  b. Month 2 - you now make 8% of wholesale of your entire group! PAYRAISE

**HOW TO QUALIFY FOR DISTRICT MANAGER**

a. Awesome Goal: Promote to DM in your start month ($4,800)
   b. Great Goal: 1st step for DM in your start month ($2,500)
   c. Good Goal: 1st step for DM in your start month ($2,000)
      - You must have at least $800 PRV to qualify!

**WHY BECOME A DISTRICT MANAGER?**

a. Double your pay with bonuses and overrides
   b. Learn the system well, then duplicate it - now you can teach others to get to DM - repeat, repeat, repeat! $2,500 between you and new EVERY MONTH!
   c. Learn more about the products and how to present products and the business.
   d. Your business becomes more believable to others!

**ARBONNE COMPENSATION PLAN**

a. 15% Preferred Client Commission
   b. RSVP Bonuses
   c. Order in $250 increments for a bigger discount
   d. 4% Override on your PCs and Consultants
   e. 8% on your EVERYONE in your District when you are a DM

**Average Incomes for Maintaining Levels:** (not including your 15% PC Commission)

a. DM: $200 - $950 a month
   b. AM: $950 - $3,500 a month
   c. RVP: $3,500 - $16,000 a month
   d. NVP: $16,000 and up

**TIPS FROM THE TOP:**
Continue to add to your dream team!!

a. Sponsoring is a process, not an event. It may take people more than 1 exposure to this business before they “catch the vision.” (Attend a party, come to a Discover Arbonne meeting, listen to a call, read a Discover Arbonne packet, etc…)

b. Write down your thoughts before you make the call:

c. Your why (Why are you in Arbonne? Pick the “why” that will relate to their life!)

d. Why you thought of them (“I’d love to work with you,” “you are a people person,” “you are fun to be around,” “you are such a hard worker,” “you want to be home with your kids,” “I know you don’t like your job,” “you’ve mentioned you need to supplement your income,” etc…)

e. Ask if they would be willing to “take a look” at what you are doing.

f. Invite them to your dream team party!

g. If they can’t come (or won’t), ask them to watch/listen to a Discover Arbonne (Live, video or recording)
   • Give them the number, website, or invite to LIVE Discover Arbonne
   • Schedule a time to call them back to see if they think Arbonne might be a fit for them.
   • Tell them that when you call them back, you’ll need to ask them 4 short questions. If it’s a fit, “we’ll take it from there,” and if it’s not a fit, “no big deal.” (Don’t be high pressure!!!)

   • The 4 questions to ask:
     ◆ What did you hear that surprised you the most?
     ◆ What did you like best about the call/presentation/video?
     ◆ After listening to the presentation, who do you know personally that would benefit from the Arbonne products, the business or both?
     ◆ On a scale from 1-10, 1 being “I never want to hear the word “Arbonne” again, and 10 being “I want to start my business today! Tell me what to do!”, where do you see yourself?

h. If they are a “5” or above, they need to be guided to a “10.” What will it take?
   • YOU can ask them, “What would it take to get you to a 10?” Help them with their objections (fear, no time, no money, etc.)
   • Ask your UPLINE to help you bring them to “10.” - Bring them to a meeting to meet your upline, or even a short 3-way-call.

i. If they are below a “5,” then ask if they will host a party for you!
   • Obviously, even those who are “5” or above will make great hostesses! So ask EVERYONE!!! If they are still “on the fence,” the best verbiage is: “Let’s book a couple of parties and see what happens!”
- **Calling people to join your business will be a continuous process!** You should ask at least 2 different people a week to join your business. Don't continually ask the same people over and over. If they tell you "no," book a party and get them on our products right away. Your best Consultants will come from those Clients who LOVE our products and are well serviced by you!

- **Ways to help fill your calendar - "ROM" (Reach out Methods)**
  a. Parties/Classes - the best way to reach lots of people at the same time!
  b. Follow up with those who bought skin care with a personal makeup consult!
  c. Catalogue parties
  d. Sample packs ("try, compare, and give me your opinion")
  e. Trade shows, craft shows, expos, bridal fairs etc
  f. 1 on 1
  g. Fundraisers
  h. Referrals

- **Stay Connected:**
  a. Calls and meetings held by or recommended by your upline
  b. Learn and Burns - ONLY listen to product knowledge
  c. Request to be added to your RVP's email list
  d. Stay Connected to your NVP's website

- **Matters of the Mind:**
  a. This business takes time. It won't happen overnight.
  b. Attach yourself to the activity, and not to the outcome.
     *Do "500 things"
  c. Enjoy the journey
  d. Treat your business as if you had invested $100,000 to get started.
  e. There will be cancellations and no-shows. Overbook to compensate.
  f. You will hear the word "no!"
  g. People will quit along the way. Become a lifer!
  h. Get out of your comfort zone! That's your danger zone!
  i. Don't let anyone steal your dreams!
  j. You will be a better person just for doing this business!
  k. You will change lives of other people and make a difference in the world!
  l. Stick with it until you get where you want to be! It's worth it!!

*Chinese Bamboo Tree Story*
CHINESE BAMBOO TREE

It seems that this tree when planted, watered, and nurtured for an entire growing season doesn’t outwardly grow as much as an inch. Then, after the second growing season, a season in which the farmer takes extra care to water, fertilize and care for the bamboo tree, the tree still hasn’t sprouted. So it goes as the sun rises and sets for four solid years. The farmer has nothing tangible to show for all of his labor trying to grow the tree.

Then, along comes year five.

In the fifth year that Chinese bamboo tree seed finally sprouts and the bamboo tree grows up to eighty feet in just one growing season! Or so it seems....

Did the little tree lie dormant for four years only to grow exponentially in the fifth? Or, was the little tree growing underground, developing a root system strong enough to support its potential for outward growth in the fifth year and beyond? The answer is, of course, obvious. Had the tree not developed a strong unseen foundation it could not have sustained its life as it grew.