

Première InterNational Systems for Freedom & Prosperity



**“It is anticipated that by the year 2005, 50% of households
in the United States alone will be involved in a home-based business”**

■ ***Newsweek Magazine***

When people think about you, do they say to himself or herself:
“My life is better because of that person?”

“You can get everything in life you want if you help enough people get what they want.” - Zig Zigler

Change your focus from you to adding value to others by

- Putting others first in your thinking,
- Finding out what others need,
- Meeting that need with excellence & generosity

Be Part of the Explosion

ARBONNE
INTERNATIONAL

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New Consultant Business Plan

- ☐ **Complete Consultant Application and Agreement.**
- ☐ Become a product of the product, **Order your Right Start Value Pack** (RSVP), include FREE product of choice; Literature may include: Scheduling Calendar, Catalogs, Hosting Brochures, Consultant Application & Retail Order forms.
- ☐ **Sign up for Autoship:** Save additional 20% on nutritional products.
- ☐ Complete **"First Steps" workbook** plus audiotape and create 100-person list. successlinesupport.com
- ☐ Get with your sponsor or manager to coordinate dates for minimum of six presentations in the next 30 days.
- ☐ Schedule presentations: How fast do you want to build? ("6 for Success; 8 to be Great; 12 to Excel") monthly. Share your enthusiasm for Arbonne's business opportunity, host rewards and products.
- ☐ Place professional greeting on voicemail example: " This is _____, Independent Consultant with Arbonne International..." " You've reached the _____ family and the home office of _____, Independent Consultant with Arbonne . . . "
- ☐ Order "HLM" Business cards & labels (*need consultant ID & PIN to retrieve from Arbonne.com Internet consultant*)

Getting Started Orientation with your sponsor/manager after first class [see page 8 of "First Steps"]

- Help you place order from your first class.
- Learn host coaching, pre-profiling, and follow up.
- Learn how to maximize the compensation plan "SuccessPlan". Explain retail versus residual income.
- Create 90-day business plan for productivity and activity goals:
 - Get 100 customers (retail, wholesale, business partners).
 - Create \$2500-\$3500 new retail volume each month with sales and sponsoring.
 - Qualify for District Manager in your first month & promote 60 – 90 days.
 - Learn what to look for in a business partner and duplicate this system with them.

Get Connected & Stay Connected

- Conference Calls (Arbonne hosted and Fast Track weekly recorded calls)
www.natural-success.com/events_calcalendar
- Daily self-development to strengthen your belief in your product, company, industry and yourself.
- Training & Opportunity meetings (local, regional, national/ international)
- Order Tape of the Month www.successlinesupport.com or 888-964-8865
- Develop 30 second presentation or a 10 second elevator commercial example:
 - I'm a consultant with a European health and wellness company.
 - I help people look and feel their best . . . have you heard of Arbonne International?
 - I'm building a million dollar home based business with a health and wellness company and I'm looking for 4 key people to partner with . . . whom do you know?
 - I help people start their own businesses- become financially secure, with the time to enjoy it! Who do you know that may be interested in earning an extra \$500 or \$5000+/month!

Books and Websites for Additional Information and Training

Consultant Training

Websites of Arbonne Leaders:

- www.spiritwings.com (Donna Johnson, ENVP the top income earner in Arbonne)
- www.askthea.com (Thea O'Donaghue, another top ENVP)
- www.ascendingwings.com (Kathy Whittington, ERVP)

Audiotapes - the following audiotapes are available at www.successlinesupport.com

- "Getting Started" Tapes
- "Foundations for Success" Tapes
- "The Company of Choice" Audiotape
- "First Steps" workbook and tape by Dana Collins
- Tape of the Month Subscription

Network Marketing Books and Magazines

- "The Business School for People Who Like Helping People" by Robert Kiyosaki
- "How to Build a Multi-Level Money Machine" by Randy Gage (www.amazon.com)
- Networking Times Magazine (www.networkingtimes.com)
- "The Next Trillion" by Paul Zane Pilzer

Personal Development Books

- "Been There, Done That" by Dr. Joe Rubino
- "The Prosperity Series" by Randy Gage (www.randygage.com; these books are fantastic!)
- "What to Say When You Talk to Your Self" by Shad Helmstetter, Ph.D.
- "The Ultimate Secret to Getting Absolutely Everything you Want" Mike Hernacki
- Leadership 101 - What Every Leader Needs to Know by John C. Maxwell

Books and Websites on Natural Health & Progesterone Cream

Books:

- "What Your Doctor May Not Tell You About Premenopause" By John R. Lee, M.D
- "What Your Doctor May Not Tell You About Menopause" By John R. Lee, M.D
- "What Your Doctor May Not Tell You About Breast Cancer" By John R. Lee, M.D
- "Hormone Balance: A Matter of Life and Health" by Kristine Klitzke, R.N., B.S.N. (successlinesupport.com)
- "What Your Doctor Doesn't Know About Nutritional Medicine May Be Killing You" by Ray D. Strand, M.D.

Websites on natural-alternatives:

- www.johnleemd.com
- www.getsmart911.com
- www.ssellman.com
- www.mercola.com

New Arbonne Consultant

Two Right Start Value Packs (RSVP) available in Start Month, plus the Next Month:

- The RSVPs are \$350 (Can \$450) each, and the new Consultant chooses up to \$700 (Can \$900) SRP value, per RSVP, of Arbonne products - a discount of 50%.
- RSVP2 is available when \$1,000 (Can \$1,300) PRV is reached in Start Month plus the Next Month.
- The RSVPs have a \$350 (Can \$450) Retail Volume (RV) and does not qualify the Consultant for product specials such as Purchase with Purchase, Bonus Products or the Host Specials.

Right Start Value Pack:

Product Suggestions that offer you variety.

1. # 385 RE9 Skin Care System *with* **FREE** Lift - \$266
2. # 240 Mild Masque - \$17.50
3. # 107 Facial Scrub - \$17.50
4. #111 Thermal Fusion Enzyme Masque - \$ 20.50
5. # 7089 Awaken Sea Salt Scrub - \$26
6. #1820/1822 Complete Essentials Women I / II *with* **FREE** Calcium - \$18
7. # 1828 Defense Builder Antioxidant - \$18
8. # 1859 Herbal Colon Cleanse - \$18
9. # 1858 Optimal Digest - \$29
10. # 715 Daily Self Adjusting Shampoo - \$22
11. # 705 Daily Self Adjusting Conditioner - \$24 or # 700 Thermal Fusion for Hair - \$22
12. # _____ Line Defiance foundation \$ 26
13. #1740 Light to Medium #1745 Medium to dark - Translucent Finishing Powder - \$22
14. # 8050-8055 About Face Color Set (warm, cool or neutral- choose one) *with* **FREE** SNAP - \$100.50
15. # 7002 Hand Cream- 5-pack \$20.50
16. # 7003 Foot Cream- - 5-pack \$20.50
17. # 800 PhytoProlief or # 805 Prolief Natural Balancing Cream - \$30
18. # 376 RE9 Night Cream – (\$72) – or product of choice # _____ **FREE**

RSVP Retail Value is \$834
Investment is \$350
+ Tax and Shipping
[58% discount off retail or
138% retail markup potential]



About Face Color Bonanza

This is your opportunity to get the new color line to use and to share with a special one time only 50% discount during your start month, plus the following month. Value: \$1319.00 Special Price: \$659.50 (Can \$885.50) Line Item # 5000

The Color Bonanza includes:

32 Eye Shadows

16 Blushes

28 Lipsticks

2 Automatic Translucent Finishing Powders

1 Custom Color Palette

3 Sheer Shine Duos

4 Lash Color/Thick-It Duos

10 Lip Pencils

10 Eye Pencils



Cosmetics and Cosmo's!

Client appreciation, *by invitation only!*

You have experienced the Arbonne skin care difference, now it is time to experience the difference of our color line!

You are using the best skin care available.

Protect your skin with makeup that is held to the same standards: botanical and herbal based, with antioxidants and vitamins, to continue anti-aging protection.

Smooth application, long wearing, no creasing and a beautiful color selection, using only premium ingredients!

Wholesale pricing will be offered.

Please join us on _____

Location _____

RSVP by _____



Use **T** in Adobe to highlight text and copy/paste into your document. You may also copy/paste photos.

Cosmopolitan

Ingredients:

3 parts Vodka,
2 parts Orange Liqueur
1 part Cranberry Juice
1 part Lime juice
Lemon Twist

Green Apple Martini

Ingredients:

2 parts Kettle One Vodka
1 part Pucker's Sour Apple
Splash of Midori One
Slice of a Granny Smith Apple

Serve with cheese & crackers

Cocoa & Cosmetics

Ingredients:

Hot Chocolate
Or
Godiva Chocolate Liqueur
Vodka

For Makeup & Margaritas

Ingredients:

Tequila
Lime Juice
Orange Liqueur
Salt

Serve with chips & salsa

Other Ideas:

Pinicolada's and Prosperity, Pino Grigio & Prosperity
for opportunity meetings or business receptions.

The Beauty of an Arbonne Membership



Your \$29 Consultant Membership entitles you 35% savings + these ongoing specials:

- Minimum 35% discount off every order, no quotas or minimums.
- With **every \$50** in retail purchases (\$32.50 your cost), you are entitled to Bonus Products for just \$5. Select from Herbal Foot Care, Body Lotion, Hand Cream, and Cleansing Gel. **~75% savings.**
- With **every \$75** in retail purchases (\$48.75 your cost), you are entitled to purchase a "Purchase with Purchase" (PWP) special. Look in your monthly UpClose or Online to see product special of the month. It changes monthly and is usually a **50% savings!**
- With **every \$150** in retail purchases (\$97.50 your cost), you are entitled to a Host Promotion, which is the NutriMinC RE9 Body Set for only \$20 (an \$85 value). **76% savings!**
- With **every \$250** retail purchase (\$162.50 your cost), you are entitled to 80% off retail. Select \$100 in products for only \$20. Unlimited quantities. **80% savings.**
- **Autoship** your nutritional supplements, vitamins and shakes and you will **save 48%**. Arbonne will also send you a FREE product with each Autoship order.
- Select \$350 in retail products in your start month or following month and receive \$350 FREE. It's called the **Right Start Value Pack (RSVP)**. In addition, you can get the RSVP each year in your annual renewal month when you accumulate annual purchases of \$1500 (that's just \$125/month).
- Research & Development in Switzerland – Made in the U.S.A.
- Advanced formulas + patents pending in Switzerland and U.S.A.
- No minimum purchase required
- No quotas or territories
- Products shipped to your front door
- Holiday gift products
- Business tax deductions
- 4-18% Residual income
- Work from home
- Flexibility & Freedom
- Mercedes Benz car program
- Annual exotic award trips
- \$15 annual renewal extends yearly privileges

You may share your products with family & friends to help you qualify for specials.

They will love the products and you will love the savings!

Just call 1-800-ARBONNE or log onto www.arbonne.com to place your order.

Interested in scheduling a skin care party? If so, you will receive 80% off retail with Hosting Rewards!

Now that's attractive!

ORGANIZATION

Control book: Organize your Arbonne documents in one place for easy reference.

- Scheduling Calendar with upcoming events
- UpClose
- Accent on Actions
- Success Plan Summary
- Goals
- Award Trips and Recognition programs
- Prospect list – adding to your #100 name list
- Blank paper – for phone messages, to do, etc. Highlight what still needs attention.

Client sales records

- Either use Database on computer or file receipts in A – Z binder
- Following up after the sale ensures happy clients

Accounting

- Either use computer program like Quicken or ledger that resembles a check book (money in – money out/expenses)
- See tax information in consultant resources www.spiritwings.com & www.natural-success.com

CREATE SEVERAL PACKETS TO HELP YOU STAY PREPARED

HOST PACK: Information to create \$1000 parties

1. Hostess Pack – 3 page handout
2. Catalog - Arbonne Business Aid item
3. Hostess Brochure - Arbonne Business Aid item
4. Self Addressed Stamped Envelope
5. Business card

FREEDOM PACK: Information to help your prospect start their due diligence

1. Short note of how you'd love to help them get involved in your business (if mailing packet)
2. Eye on Arbonne stories (personalize when able) – come in Arbonne orders
3. Arbonne Catalog - Arbonne Business Aid item
4. Discover Arbonne Brochure - Arbonne Business Aid item
5. Avenues of Income & Profit Centers - handout
6. "The Biggest Trend in Business History" Denis Waitley - handout
7. Business card
8. "The Company of Choice" audiotope – Robert Kiyosaki (optional) - successlinesupport.com
9. Product sample (when needed) - Arbonne Business Aid item

SPONSORING PACK: Bring this packet to actual sponsoring session

1. Getting Started flyer - Arbonne Business Aid item
2. Signed Consultant Application - Arbonne Business Aid item
3. Retail Order Form - Arbonne Business Aid item
4. Consultant Order Form - Arbonne Business Aid item
5. Autoship Agreement - Arbonne Business Aid item
6. First Steps Booklet with Audio \$5 - www.successlinesupport.com
7. What goes in an RSVP Pack (see page 5)

SPONSORING is the key to building a team. A consultant's top priorities are selling and sponsoring and attending training. You will sponsor many of the people you meet at your presentations or parties. You will also sponsor your clients. The key is to not pre-judge. Just ask! If they say "yes", you have a new business partner. If they say "not now" keep them in your pipeline. If they say "no", your response should be, "Great, who's next?"

To sponsor you must ask questions.

STEP 1: Qualify and discover if your prospect is interested in a home-based business now or sometime in the future.

- "Tell me about your job?"
- "How did you get involved with _____?"
- "Sounds like (your job) is really (say something positive)" - negative comments may close the conversation.
- "What do you enjoy most about what you're doing? Or what would your ideal job look like?"
- "Do you enjoy working for someone else?"
- "Have you ever thought about being in business for yourself someday?"
- "Do you feel like you're getting enough quality time away from work to spend with your wife & children, etc?"
- Or if they are a stay-at-home parent: "Do you get much adult interaction?"
- "What have you always wanted to do but never had the money or time to do it? "
- "Would you like to be doing the same thing five years from now? If not, where would you like to be?"
- "What would be the perfect business opportunity for you?"
- "What would really motivate you to go into business for yourself?"
- "What kind of benefits would you like to receive from a perfect business opportunity?"
- "If you found the right opportunity, could you devote a minimum of 10 hours per week on a part-time basis?"
- "Do you have any capital; say about one thousand dollars that you could invest if you went into business for yourself?"
- "If it were the right opportunity, would you be willing to invest time and money, maybe for as long as 3 to 6 months before you would begin to see a significant return on your investment?"

STEP 2: Introduction: After you've qualified that this person is a good match, introduce Arbonne. Spend no more than 30 seconds!

Begin by saying something like:

Consultant: **"Joan, thank you for taking the time to explain your circumstances and frame of mind. Now that I have listened and learned a little more about your interests, I'd like to introduce my company."**

Consultant: **The name of my company is Arbonne International. Arbonne is a Health & Wellness Company that develops pure, safe and beneficial Skin & Nutritional products that are developed in Switzerland and manufactured in the US. They have been in business for over 20 years. Arbonne utilizes a unique way to market their products through network distribution. You may share mission statement on back of scheduling calendar.**

Consultant: **"What do you know about Arbonne and network marketing?"**

STEP 3: If Objections:

- "I understand exactly how you feel."
- "Your opinion is a valid one. . ."
- "I know many others who think the same way . . ."
- "It sounds like you have had a very negative experience . . ."
- "I don't blame you for feeling the way you do. . ."
- "It's true. Those problems do exist in the industry. . ."

If your prospect says: Is this like Amway or Mary Kay? Simply say:

- "What do you know about Mary Kay or those companies?"
- "Have you ever participated in Amway or any of those companies?"
- "Let me understand you correctly. If this is like selling products to your friends and family you wouldn't be interested in this opportunity, correct?"
- "If my company was like those companies, would you have any interest?"

"No wonder you're not interested in that kind of business! I understand exactly how you feel and I think most people would agree with you. What else don't you like about network marketing?"

After they have made themselves clear, be sure to ask:

"Is there anything else you don't like about Arbonne or network marketing?"

Prospect "no "

Consultant: **"Joan thanks for being candid with me and expressing your true reservations. Based on what you've said, it sounds like you would never get involved with my business under those circumstances.**

Let me ask you a question. Are you open-minded enough to consider that there may be another way, a right way, to build this kind of business on a professional, ethical level?"

Or

Consultant: **"Joan, you've expressed some serious concerns about this business and frankly, I believe everything you've said is valid. Please, let me ask you another question: Notwithstanding the concerns you've mentioned, on a scale of one to ten - ten being the highest, how would you rate yourself as an open-minded business person?"**

Prospect "I'm a 9 "

Consultant: **"Great! That's what I was hoping you'd say. Now, keeping that mind open, let's set aside the negative issues that you have raised, and let me ask you what you know about the benefits that are available through a business opportunity with Arbonne?"**

STEP 4: Benefits

Begin by asking if they know about the kind of income serious entrepreneurs earn in our company. For example:

Consultant: **"Joan, did you know our top distributors earn 5 figure incomes per month?"**

Prospect: "That sounds hard to believe."

Consultant: **"I know it does, but one of my partners, Donna Johnson, has earned in excess of \$1,000,000 per year. Her monthly income is very close to \$90,000. Many of the top leaders in our organization earn incomes ranging from \$10,000 to \$30,000 per month."**

Consultant: **"At the beginning of our conversation, you mentioned that you were tired of not being paid what you are worth, and that you wanted to be making six figures a year by the time you were 35. Did you know that many of our top people, after working very hard for three to five years, earn 5 figures a month? Would that kind of income be an attractive benefit to you?"**

Prospect: "Of course, I'd be a fool to say 'no'."

Continue the Benefits Step by linking the rest of the benefits to her/his motivations - and get an acknowledgment! For example:

Consultant: **"You also mentioned that because of your current work load of 60-70 hours per week, you never have the freedom to spend quality time with your wife and children. 'Were you aware that one of the great benefits available to you through Arbonne is time freedom? In other words, you can work very hard for 2 to 3 years and build a "passive income" stream that will allow you to semi-retire. For example, my partner *Sandra Tillinghast works maybe 15 to 20 hours a week. She loves to shop and take trips. Recently, she and her husband returned from a 2 week vacation in the Caribbean, when she got back, she discovered that her check from Arbonne had jumped 20%! "While your income continues to grow, you can have the time freedom to spend with your family, travel, or do whatever you choose!**

Would that be an attractive benefit to you?"

STEP 5: The Big Question

Begin the final step by making a summary transition and by asking the Big Question:

Consultant: **"Joan, thanks for the valuable time you've spent with me on the telephone. I think you agree with me that there are some remarkable benefits available through this business opportunity, but we both agree that you've raised some serious concerns about network marketing and Arbonne.**

Let me ask you one final question: If I can show you a way to avoid the problems you've mentioned, are the benefits we've discussed attractive enough to you, that you would be willing to take action and obtain the facts about this opportunity so that you can make an informed business decision?"

The good news is that 95% of your prospects will say "yes" because everyone wants to make an informed business decision - and that is all we want them to do. If it's the right time and place, believe me, they will ask you if they can get involved.

Of course, the next step is up to you. Now that your prospect is open-minded and ready to receive information, you can prepare and send or deliver a sponsoring packet or meet with them in person. This package will not answer all their questions, but it will help them determine their real interest, and it will help you evaluate their sincerity.

After your prospects have reviewed the information enclosed in the package and contacted you, be careful to make certain that your upline Sponsor or upline Manager is on the telephone with you to answer all questions and to explain the steps necessary to get started properly.

When you feel you have answered all questions and your prospects have enough information, ask:

Consultant: **"Joan, have we answered all your questions and given you enough information to make an informed business decision?"**

Prospect: "Yes"

Consultant: **Sell First Steps Workbook and Audiotape \$5. Teach the system.**

ARBONNE PARTY

Making it FUN Tips!



- ❖ Be FUN! SMILE a lot!

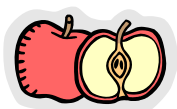
- ❖ Offer a RAFFLE for the guests who arrived on time. Put their name on a small piece of paper and draw one. Give them a mini hand or foot cream.
- ❖ Share SCOTCH TAPE and ask the guests to put on arm (their hands are soft from the salt SCRUB) Have them remove the tape and see all the dead skin showing through. Explain the benefits of Facial scrub to remove tired, dull skin left of the surface.



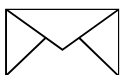
- ❖ Play the PENNY GAME: This is where you tell them to ask you questions about our products and business opportunity. Tell them you will give them one penny (marble, candy, etc.) for every question they have on product. Give them two pennies for questions on "what you do as an Arbonne consultant". The one with the most pennies earns a free mini hand or foot cream.



- ❖ Offer SCHEDULING GIFTS. When they book a party on your open date card offer them a free (whatever you want to give away).
- ❖ CRACKER TEST [see catalog presentation]



- ❖ APPLE TEST: Cut an apple in two. Squeeze lemon juice on $\frac{1}{2}$ and leave the rest open to air. Show your guests how the apple turned brown because it was not protected by antioxidants. Relate this to our products' antioxidant power.



- ❖ BOOKING GAME: Make up envelopes and inside 1/2 say, "book a party, get a gift", the other $\frac{1}{2}$ says, "get a gift". From this game you will find out who is willing to book a party. Even the guests who just earned a free gift may be willing to book a party.
- ❖ Share "What do you use handout". Have them add up and the guest with the most products used daily wins a gift.

CREATING \$1,000 PARTIES + KEEPING 10 ON YOUR CALENDAR

Bring a **Host Packet to your parties**. It has instructions for a successful party. Encourage outside bookings and product orders.

"People come to my parties!"

The #1 reason consultants have successful parties is their host is properly coached & prepped within 48 hours of their commitment.

- Show them your **Open Date Card** and ask them to book on it now to receive a free gift. (Mini hand/foot cream)
- Get their completed guest list. (30 guests in 3 minutes) within 48 hours in your self-addressed, stamped envelope.
- Explain why they want to over invite for successful attendance. Ask them who will book a show from their shows and what they will earn when two people books parties. (Highlight that the RE9 body system will be FREE!)
- **Review the Hosting Rewards:** 1) With a class of \$500 in sales they can get an Arbonne account for \$29 and get \$422 Free (RSVP + \$72 RE9 night cream); 2) they will earn a Sea Salt Scrub for partnering with you to make sure 6 guests are in attendance, 3) they can choose \$100 in retail products with every \$250 sales above the RSVP in unlimited quantities, and 4) the guests that purchase skin care can be invited to an exclusive Makeup and Martini party. (*Cosmo's and Cosmetics, Cocoa and Cosmetics, Makeup and Margaritas...*)
- The party is "booked" when you have a 1) **date**, 2) a **guest list** and 3) you know **why** your hostess is having the party. In other words, what are you partnering on? This should all be done within 48 HOURS of them saying YES to the party, that way they will still be excited. Follow up is key! *If the party is scheduled some time in the future, you may send them a new sample of something to try every week or so. THIS IS HUGE!!! This is to 1) get them excited about the products and; 2) to stay in touch and keep your new friendship warm.*
- Don't be afraid to **call your hostesses**. Typically consultants put off calling because they are afraid the hostess will cancel. It is far better to know early on so that you can reschedule your show. You want to let them know that you need to know within 48 hrs. if they are postponing because you only have x # of evenings for parties and you will want to reschedule.
- Email is not the best form of communication when trying to establish a new relationship. The more someone hears your voice, sees you or gets something, the closer they will feel to you. Email doesn't create that connection. If your hostess does hint that she is reconsidering, reminder her about how much fun it will be, the gifts that you are working towards, and ask her "What has changed? We are in this together, what do you need help with?"
- The most important thing is to change your thinking about shows (classes). You must-must-must know that you will book and keep shows. **WHAT YOU CREATE IN YOUR HEAD, YOU GET INSTEAD!** Mind your mind!
- Mail out invites/reminders to Hosts guests. Host must verbally invite with enthusiasm. She can say: "I am counting on 8 people at my class and I'm hoping you're there. If not, let me know so I'll have time to get someone else".
- Remind host that people do not RSVP and that you will simply call to introduce self, check skin type and see if they have any questions. You will also find out who's coming and who wants to come but cannot. Ask the host if it's OK to call the people who are not coming and offer them a sample pack.
- **Practice:** Call 10 people you know and book 6 shows in the next 30 days.

PRE-PROFILING SCRIPT

The purpose of pre-profiling is to create a connection with the guests who will be attending and to find out who may not be attending. You create the connection of being a real person versus “a sales person” and discover any concerns or questions they may have.

When they answer the phone:

- Hello, my name is _____.
- I am the Arbonne consultant who is doing (*hosts*) party.
- (*host*) Told me you are attending and I just want to make sure I'm prepared for you. Is this a good time to ask you a few questions about your skin?
- Great!
- Have you heard of Arbonne?
 - If yes—have you attended a party, tried product, just heard of it???
 - If not – Oh, you're in for a fun & informative evening . . .
- Tell me about your skin? Dry, Oily, Combination, Sensitive, Acne . . .
- Do you work outside the home, kids, do you miss working? Do you get much adult interaction... find common ground? Get them talking about themselves & get to know each other.
- Is there any one thing you'd like to improve about your skin? Or Do you have any other skin concerns?
- (*Their name*.) Thank you for your time. I'm glad we had a moment to connect; I look forward to meeting you _____.
- “We start at (6:30) you may want to arrive a few minutes early, get something to drink...and, if you arrive before (6:30), I'll place you in my drawing for a free gift. (Bring mini hand and foot creams for this).”
- **When you get an answering machine: ☺ SMILE when you speak! :-)**
- Hello _____ My name is _____. I'm the Arbonne consultant who is doing (*host*) party. I wanted to give you a quick call to find out your skin type to make sure I'm prepared for you. If for some reason your situation has changed and you cannot attend, call me back at ###-###-#### and I'll get you a sample of our most popular skin care system.
- We start at 6:30 you may want to arrive a few minutes early, get something to drink...and, if you arrive before 6:30, I'll place you in our drawing for a free gift. I look forward to meeting you then!

THE NIGHT OF THE PARTY

- Visualize the outcome you desire. Leave the events of the day behind and have fun!
- Shake their hand with a friendly greeting ☺ and invite them to pamper themselves with the Awaken Sea Salt Scrub.
- Ask questions that relate to previous conversation so they know you remember them.
- Ask them (if you've not talked with them already) if they pre-booked a party with the host so she'll earn the FREE Body Care System.

TPRE-PROFILING TRACKING SHEET

Party Date:_____ **Hostess:** _____ **Location:**_____

x Called x Msg x Conf.	Name Address City, State Zip	Home Phone Work Phone E-mail	Pre-Profiling Notes								Ordered Hostess
			N/D	N/O	Comb	O	Sens	Acne	Mature		
										Using:	
										Changes:	
			N/D	N/O	Comb	O	Sens	Acne	Mature		
										Using:	
										Changes:	
			N/D	N/O	Comb	O	Sens	Acne	Mature		
										Using:	
										Changes:	
			N/D	N/O	Comb	O	Sens	Acne	Mature		
										Using:	
										Changes:	
			N/D	N/O	Comb	O	Sens	Acne	Mature		
										Using:	
										Changes:	
			N/D	N/O	Comb	O	Sens	Acne	Mature		
										Using:	
										Changes:	
			N/D	N/O	Comb	O	Sens	Acne	Mature		
										Using:	
										Changes:	
	# Guests Confirmed	# Guests	# Classes Booked								

Handouts



***"While poor people are looking for a secure job,
rich people are building a network!"***

-- Robert Kiyosaki

Arbonne International is a very successful company because of people like you, ordinary people who create extraordinary success. Plugging into the power of personal relationships and word-of-mouth advertising, Arbonne builds wealth through the strengths of social dynamics.

Our mission is to inspire men and women to reach for their fullest potential, while taking control of their financial destiny. We offer effective business training, guided personal development, and commitment to your success.

We create successful entrepreneurs through an opportunity to own your own "turn-key," home-based business with virtually no financial risk.

- 45-day money back guarantee on all products
- Unlimited income opportunity
- Home-based
- Low start up capital
- No employees
- No experience
- Advanced training and support

Over the past 12 years, the number of home-based businesses in America has increased to more than 50 million. It is predicted that this figure will grow to 100 million households by the year 2005.

Do you have the perfect job, perfect life, everything you want? If so, do you have a back-up plan if the unthinkable happens? With companies downsizing, rightsizing - even capsizing, there is no security now except the one you create for yourself!

Ask yourself the following questions:

- Can I do what I'm doing now, at the intensity that I'm doing it, for the next 10-30 years? Do I want to?
- Am I able to balance family life with work life while having time for the activities I enjoy?
- Do I desire personal growth? Do I want to be supported by inspired, uplifting individuals?
- Do I want to earn a Mercedes Benz, exotic travel, jewelry, and lots of recognition?
- Do I have any BIG dreams that faded over the years because I didn't think I could afford them?
- Do I want to be in control of my own life, my time, and my income potential?

Arbonne is attracting people from all walks of life who want to control their own lives with the benefits of a home-based business, and the ability to generate unlimited earning potential.

Whether your desire is to create part-time or full-time income, the Arbonne opportunity allows you to make it a reality. We are proud of the difference our products are making in the lives of so many people.

So what is the NEXT STEP?

Contact me so we can determine if the Arbonne opportunity is right for you. This may be the best decision you've made in years!

**"It is anticipated that by the year 2005, 50% of households
in the United States alone will be involved in a home-based business"**

-- Newsweek Magazine



Arbonne Host News

Tips to make your Arbonne Class a huge success!

Thank you for hosting an Arbonne party. I am looking forward to sharing the gifts of Arbonne with your friends and family. My goal is to help you earn lots of free products, for everyone to learn something of value and have fun during our time together.

I've reserved this date and time especially for you.

Day	Date	Time
-----	------	------

Your friends will love Arbonne!

Naturally, the more people who actually see the presentation, the bigger your sales total will be and the more free products you will receive. Here are a few hints to assure a good turnout!

- **Invite lots of people.** *Usually, only about 1/3 of the people you invite will be able to attend, so shoot for 30 names and phone numbers on your *Guest List*. Our goal is 8-12 attending.*
- **Invite personally!** Share your excitement about Arbonne's products and ask, "Can you come?"
- **Ask those who will not be able to attend if they would like to place an outside order or book a class.** (*Carry your catalog with you everywhere). Share the catalog or direct them to view my website at _____ For greatest rewards get 5 **outside orders** and 2 to **Host a presentation**.
- Write out guest's information (names, mailing addresses and phone numbers) ready for me by _____ and mail in Self-Addressed Stamped Envelope after you've verbally invited them. I'll send out invitations so your guests will have a visual reminder. I will also follow up a day or two before your event.

A few tips on Inviting Guests:

It's easy for a printed invitation to get misplaced or go unnoticed. You'll get the best response when you invite personally, **share your excitement** and ask, "*Can you come?*"

Describe your class by saying "*I just attended an Arbonne party and it was so much fun, I've decided to invite you to mine. Can you come to my home on _____ (day and date) at _____ (time)? I know you'll appreciate _____.* When I started using the products, I loved them so much that I decided to have a party at my house so we could all hear more about the amazing products they offer. *Can you come?*"

They say	You say
"Yes"	"Great! Please mark the date on your calendar and feel free to bring a friend." Can I put you down for wanting to host a party too?
"I'm not sure"	"I hope you'll be able to make it. I am counting on 8 people at my class and I'm hoping you're there. If not, let me know so I'll have time to get someone else. You'll get a reminder invitation just in case."
"No"	"Would you like to see a catalog? You might want to place an order or have a class yourself. I can be your first guest!"

How will I earn *FREE* ARBONNE products?

- A **FREE** Awaken Sea Salt Scrub with 6 or more guests in attendance.
- With \$150 in sales you are able to purchase the luxurious **NutriMinC RE9 Body Repair Set** (an \$85 value) for **ONLY \$20—OR—**
- Pre-schedule 2 classes and receive it for **FREE!**
- With sales of \$500 **you receive \$350 of any products you want for only \$29!**
- More sales will earn you more products at an 80% discount!

Envision all the FREE ARBONNE Products you will receive

Write down approximately \$500 Retail of the FREE products you would like to earn!

[illegible]

Total

AT YOUR PARTY

- I'll setup $\frac{1}{2}$ hr early.
- Keep snacks simple and serve food after the presentation.
- Use your ARBONNE products so *your guests see your ARBONNE glow*.
- Let your guests know how SIMPLE it is to host a party and encourage them to schedule.

30 Guests in 3 minutes ● 1/3 show when you share your enthusiasm! Ask: "Can you come?"

Name	Phone Number	Ordered or Host	Address
Relatives (Mother, Sister, Aunt, Cousin, etc.)			
1			
2			
3			
Friends			
1			
2			
3			
Co-workers (Spouse's co-workers)			
1			
2			
3			
Neighbors/ Contacts thru kids			
1			
2			
3			
Church / Clubs/ Organizations			
1			
2			
3			
People interested in healthy products, or make an effort to look good. (Friends, massage therapist, chiropractor, hair stylist, doctor, etc.)			
1			
2			
3			
People who have invited you to a party			
1			
2			
3			
Men/women wanting a business opportunity: --Women who want to quit their job after the baby is born; --retirees who need a 2nd stream of income; --those who have climbed the corporate ladder & want more; small business owners tired of being owned by their business, -- part time \$.			
1			
2			
3			
People who have wrinkles & a platinum visa!			
1			
2			
3			

Avenues of Income & Profit Incentives

►) Retailing

1. 35 % commission
2. RSVP program (\$350 cost for \$700 in product) in start month and second month
3. RSVP2 program offering \$700 for \$350 in start month and 2nd month, when \$1000 PRV is achieved
4. Hostess Gift - NutriMinC body Repair set (\$85 for \$20 with \$150)
5. Hostess Plan offering 80% off retail price (\$100 for \$20 with \$250, supported by marketing tools)

►) Bonuses

1. Right Start Bonus \$50 per RSVP and RSVP2 in first and second month
2. Business Builder Bonus \$25 per RSVP and RSVP 2 in first and second month
3. UUMonthly Volume Bonus:
 1. Monthly Volume Bonus:
 - Central District at \$5000 and 5+ new \$100+ consultants = \$200 bonus
 - Central Area at \$20,000 and 10+ new \$100+ consultants = \$400 bonus
 - Central Region at \$60,000 and 30+ new \$100+ consultants = \$600 bonus (receive the greater of)

►) Commission Overrides

	Cons	District	Area	Region	Nation
Central	4%	8%	6%	3%	1%
1st Gen		8%	6%	3%	1%
2nd Gen		2%	1%	2%	1%
3rd Gen		1%	1%	2%	1%
4th Gen					1%
5th Gen					1%
6th Gen					1%

Additional override percentages to be paid at **Area** and **Nation** levels with number 1st generation wide = number deep.

►) Mercedes Benz Car Allowance

\$800 a month at Regional Level

\$1000 a month a National Level

►) ++ ASAP Consultant reward gifts, Monthly Campaigns, Exotic Trips, Cash, Life Insurance...

UARBONNE
INTERNATIONAL

The most dynamic business opportunity in America

What Do You Use?



Shower

- ☐ Shampoo
- ☐ Conditioner
- ☐ Soap
- ☐ Bath Gel
- ☐ Shave Cream
- ☐ Exfoliating Scrubs

Skin Care

- ☐ Soap
- ☐ Cream cleanser
- ☐ Toner
- ☐ Moisture
- ☐ Facial scrub
- ☐ Masques
- ☐ Eye cream
- ☐ Night Cream
- ☐ Other

Make-Up

- ☐ Concealer
- ☐ Foundation
- ☐ Blush
- ☐ Eye Shadow
- ☐ Eyeliner
- ☐ Lipstick
- ☐ Lip liner
- ☐ Powder
- ☐ Mascara
- ☐ Conditioner
- ☐ Other

Health Supplements

- ☐ Natural Balancing cream
- ☐ PMS or Menopause Supplements
- ☐ Vitamins
- ☐ Antioxidants
- ☐ Calcium
- ☐ Digestive Enzymes
- ☐ Colon Cleanse

Weight loss

- ☐ Supplements
- ☐ Protein Shakes
- ☐ Fiber Shakes
- ☐ Energy Chews

Body Care

- ☐ Aromatherapy
- ☐ Hand Cream
- ☐ Foot Cream
- ☐ Massage oil
- ☐ Body lotions

Add up the amount of products you use everyday.

Name _____

Imagine Convenience & shopping for pure safe and beneficial products at the very best price! You too can shop wholesale. Ask me how!

Personal Health & Beauty Consultation

Name: _____ Date: _____

Address: _____

City: _____ Zip: _____ E-mail: _____

Home Phone: _____ Work Phone: _____ Best time to call: _____

Skin type: ☐ Dry ☐ Normal ☐ Combination ☐ Oily ☐ Acne

I want help with (check ALL that apply)

- | | | |
|--|--|--|
| <input type="checkbox"/> sensitive skin | <input type="checkbox"/> dark under eye circles | <input type="checkbox"/> cosmetic colors |
| <input type="checkbox"/> dry patches | <input type="checkbox"/> black heads | <input type="checkbox"/> white heads |
| <input type="checkbox"/> breakouts | <input type="checkbox"/> lines around mouth | <input type="checkbox"/> rough texture |
| <input type="checkbox"/> flaky skin | <input type="checkbox"/> oil breakthrough during day | <input type="checkbox"/> no time for skin care |
| <input type="checkbox"/> crows feet @ eyes | <input type="checkbox"/> fine lines and wrinkles | <input type="checkbox"/> mascara flakes, smudges |
| <input type="checkbox"/> large pores | <input type="checkbox"/> red/ brown discoloration | |

I currently cleanse/tone/moisturize with brand?: _____

I want help with Health & Wellness: (check ALL that apply)

- | | | |
|--|---|---|
| <input type="checkbox"/> Sleep disturbance | <input type="checkbox"/> bone mineral loss | <input type="checkbox"/> Cold Sores |
| <input type="checkbox"/> Weight loss | <input type="checkbox"/> Joint Pain &/or <input type="checkbox"/> arthritis | <input type="checkbox"/> Anxiety - stress |
| <input type="checkbox"/> PMS | <input type="checkbox"/> Hot flashes/ menopause | <input type="checkbox"/> Varicose /spider Veins |
| <input type="checkbox"/> Heart Health | <input type="checkbox"/> Prostate enlargement | <input type="checkbox"/> Allergies: meds/food/herbs |
| <input type="checkbox"/> Night Sweats | <input type="checkbox"/> poor concentration | <input type="checkbox"/> Vitamins |
| <input type="checkbox"/> Constipation | <input type="checkbox"/> skip meals/eat on the run | <input type="checkbox"/> Staying Healthy |

I take the following supplements/medications: _____

If we had a magic wand, what would you like help with regarding how you look or feel?

Check the areas that interest you:

- | | |
|--|--|
| <input type="checkbox"/> Hosting a group party | <input type="checkbox"/> Product discounts through in home hosting |
| <input type="checkbox"/> Purchasing products today | <input type="checkbox"/> Preventative Health Care |
| <input type="checkbox"/> Natural Balancing Cream | <input type="checkbox"/> Safe Baby Care products |
| <input type="checkbox"/> Autoship 20% discount on Nutrition | <input type="checkbox"/> Aromatherapy Spa products |
| <input type="checkbox"/> Skin Care | <input type="checkbox"/> Weight Management |
| <input type="checkbox"/> Pharmaceutical Strength Acne products | |
| <input type="checkbox"/> Business Opportunity: ____ Full-time ____ Part-time | |

ARBONNE
INTERNATIONAL

Open Date Card	
Presentations in the next 30 Days	
DATE	Name and Phone Number
Bonus Date Special Offer	

Open Date Card	
Presentations in the next 30 Days	
DATE	Name and Phone Number
Bonus Date Special Offer	