



GETTING STARTED
IN YOUR
ARBONNE BUSINESS

GETTING STARTED CHECKLIST with VP

Consultant Name: _____

Date: _____

<input type="checkbox"/>	Complete Getting Started 1-2-3 Document 1. Signup 2. Purchase your products 3. Book your 8 parties.
<input type="checkbox"/>	Listen to Discover Arbonne Live every Wed at _____ pm CST – dial _____ - _____ - _____ access _____ #
<input type="checkbox"/>	Determine and write down WHY you need this business. 21 Reasons WHY These reasons need to motivate you to work this business. They need to pull at your heart.
<input type="checkbox"/>	Complete your 100 person contact list
<input type="checkbox"/>	Hostess Coach to avoid Party Cancellations – (How to Hostess Coach Document attached)
<input type="checkbox"/>	Map-out how to become a District Manager. (use attached RACE to DM document) GOAL DATE To Promote to DM _____
<input type="checkbox"/>	Participate in all Sunday night training calls. Sunday Nights at: _____ p.m CST DIAL: _____ - _____ - _____ access _____ #
<input type="checkbox"/>	Get on your name added to your RVPs email blast
<input type="checkbox"/>	Open free checking account and debit card for your Arbonne Business.
<input type="checkbox"/>	Arbonnize your home - replace your personal care products in your home with Arbonne
<input type="checkbox"/>	Sign up for your myarbonne website.
<input type="checkbox"/>	Sign up for a Learn N Burn subscription: www.arbonne.com, then internet consultants>training>subscription. (\$5.00 a month)
<input type="checkbox"/>	Register for Vacation Trip (talk to your sponsor about how to earn), if applicable
<input type="checkbox"/>	Purchase your non-Arbonne items for your parties and organize your bags off the packing for your parties document (attached)
<input type="checkbox"/>	Review this month's schedule of events and attend all local meetings with guests.
<input type="checkbox"/>	Start Building Your Dream Team: List 5 people you would love to work with....Who do you care about that needs extra money? Who is currently successful at what they already do? Schedule a call or a simple get-together with your sponsor and RVP or NVP 1. _____ 3. _____ 2. _____ 4. _____ 5. _____
<input type="checkbox"/>	Develop your Powerful Eye Story – (outline attached)

“The future belongs to those who believe in the beauty of their dreams.”
Eleanor Roosevelt

21 Reasons Why YOU Need Arbonne

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100 Person Contact List

Take a few minutes to write down the names of everyone you know and everyone who knows you—friends, family, neighbors, friends of friends. Even if you don't think someone will be interested in Arbonne, write his or her name down. You'll be amazed at how many people you know.

This is one of the most important steps in creating success with Arbonne. Keep in mind that the people on this list will help you get started. You will continue to add to this list as you conduct Presentations and meet new people. It's exciting to know that the majority of your team is comprised of people you haven't met yet!

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100 Person Contact List

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Memory Joggers

Jog your memory with the following list of people you come in contact with every day. Remember, all these people know others who may also be interested.

Accountant	Housekeeper
Aerobics Instructor	Insurance Agent
Aesthetician	Interior Decorator
Ambulance Driver	Kennel Staff
Antique Dealer	Library Staff
Appraiser	Limousine Driver
Architect	Military Friends
Attorney	Movie Rental Store Staff
Auctioneer	Nail Technician
Auditor	Neighbors
Aunts	Nightclub Staff
Babysitter	Notary
Baker	Nurse
Banker	Nursing Home Staff
Banquet Coordinator	Nutritionist
Barber	Office Cleaner
Bartender	Optometrist
Beautician	Painter
Bingo Caller	Parents
Bookkeeper	Pen Pal
Boss	Personal Trainer
Bridesmaids	Pharmacist
Brother-in-law	Photographer
Bus Driver	Physical Therapist
Butcher	Physician, Dermatologist
Carpenter	Physician, Family
Carpet Cleaner	Physician, OB/GYN
Caterer	Piano Instructor
Chamber of Commerce	Plumber
Chat Buddies	Police Officer
Children's Friends' Parents	Postal Carrier
Chiropractor	Psychologist
Church Directories	Psychotherapist
Club Members	Publisher
Coach	Real Estate Agent
Cousins	Recruiter
Co-workers	Recycling Center Staff
Deli Staff	Reporter Resort Staff
Dentist	School—College, Friends and Staff
Dietician	School—High School, Friends and Staff
Electrician	Staff School—Night, Friends and Staff
Engineer	Seamstress/Tailor
Engraver	Security Guard
Exterminator	Sightseeing Tour Staff
Financial Planner	Sister-in-law
Flight Attendant	Sorority Friends
Florist	Tanning Salon Staff
Fraternity Friends	Teacher Team
Funeral Director	Parents
Gardener	Theater Goers
Golf Course Staff	Uncles
Grandparents	Veterinarian
Grocery Store Clerks	Volunteer Group
Groomsmen	Wedding Coordinator
Gym Members	
Hairstylist	
Hospital Staff	
Hotel Staff	

Host Coaching Step-by-Step with Sample Verbiage

1. Immediately after booking a party, we write the hostess a short hand written thank you note confirming the date. We write something like this:

Dear _____. I am really looking forward to spending time pampering you and your friends at your home on _____ day. I've reserved that time on my calendar just for you. I don't know if you realize, but I really appreciate you giving me the opportunity to share Arbonne with you and your friends. It means the world to me. We are all going to have so much fun!

When we write a short hand-written note, the hostess knows that this is important to us and that we appreciate her efforts so she works harder to make the party stick. We can even include a small sample (hair mask, enzyme peel or makeup primer) so we have something to talk about the next time we call.

2. We give her a Host Planner (if booked off a party, then she'll be handed the planner that night). This document is available on www.kimhaler.com on the Arbonne Tools Party Docs tab. Be sure to modify it with your information (instead of mine) before printing.

3. We call the hostess to touch base about once a week and again 3 days before her party.

When we call, we can say things such as:

Hi, _____. I'm just calling today to touch base. I'm really looking forward to spending time with you and your friends next _____ (or on _____ day). Have you received your products (or tried your samples or checked out the catalog) yet? [Listen to her response]

I'm really looking forward to helping you get everything you want at 80% off! Our host rewards are really generous, for every \$250 in party sales, you get \$100 for \$20 if you want! Is there anything you would like me to bring to your party for you to try? [Listen to her response]

Thank you again for having a few friends over so that I can spoil you with facials! I really appreciate it! I'll see you on _____.

4. We mail her invitations. We can also do an e-vite for them too, but mailing an invitation is the only way we know that her guests received an invitation. How many emails do we receive and never open? There are simple invitations available on www.kimhaler.com that we modify with our host information, print on pretty paper and send for her. Mailing the invitation guarantees that her guests know they are invited. Here's the type of verbiage we use when requesting a guest list with addresses from our hostesses.

Hi, _____. I am so looking forward to your get together on _____ day. I recommend getting invitations in the mail at least 2 weeks prior to your event. I love mailing invitations out for my hostesses. I print them on really pretty paper and sprinkle dried lavender inside. Everybody loves them. Do you think you can email me your guest list with addresses by _____ day so that I'm sure to have your invites in the mail for you in time?

If they say that they'll just call or email their friends we say something like:

That's great! In fact, calling our guests is the best way to invite them, but even then I've noticed people really like getting a physical invitation. Especially the pretty ones that I make. It gives them something to post on their fridge so they don't forget. Again, I'm more than happy to send them for you and I know more people will come if I do. All I need is a list of addresses. Do you think you could get them to me by _____ day? That will give us more than enough time.

Host Coaching Step-by-Step with Sample Verbiage

5. We call the hostess 3 days before the party. This is really important. Most likely she hasn't heard back from very many people. If this is the case, the hostess is about to cancel her event. By us calling 3 days before her event, we can assure her that this is normal. People have simply gotten out of the habit of RSVPing. We let her know that it's time for her to call her guests. When she does, her guests will know that the event is still happening and that the hostess is excited about it. We can coach our hostesses by saying something like:

No worries _____. This happens all the time. People have simply gotten out of the habit of RSVPing. It's time to give your friends a quick phone call to personally invite them to come on over and have some fun on _____ night.

At this point it's important for us to let our hostesses know that we don't care how many people come and we really don't. We are going to have a wonderful time sharing Arbonne with whomever comes. honestly prefer small parties - 4-5 people. We get to really know people in smaller groups and this is a relationship business. We want to get to know and build relationships with people. That's much harder in a large group. Hostesses think they need a lot of people to make it worth our time. We need to help them let go of that expectation.

There's 3 people coming. That's great! We will be able to really have fun getting to know one another. I love when I get to really spend time listening to people so that I know how to best help them. This is much easier in a smaller group setting. But, if you want, you can let your guests know that if they bring a friend I will give them both a special gift from me. [We give them each a mini FC5 hand cream or sachets filled with unwind bath salts].

6. At the party, be generous to your host in front of her guests. We want to thank you and give her a small wrapped gift (that we purchased in our \$100 for \$20's - unwind bath salts are great because we can get 5 for \$20 - that's \$4 each!).

7. We book parties off of parties and start this list all over again with the new hostess. This is how we always keep our calendars full - by booking parties off of parties and building our relationships with our hostesses. The system we use for booking parties off of parties is two-fold.

One, we use the End of Party Product Packages document (available at gayla.myarbonne.com on the Consultant Resources tab) so that they can see the immediate savings they get on their current order by "having a few friends over." This builds the sales at the current party so that our current host maximizes her host rewards. We are generously giving future hostesses our Consultant discount at the current party if they put a party on our calendar today. We only give them our discount if they put that date on our books right then. This discourages people from holding onto their order until their own party (not ordering tonight). They will have a much better party if they start using the products BEFORE their party (placing their order at the current party with our discount) because they will love their products and will be excited about sharing them with their friends. [If you haven't yet used the End of Party Packages document, please take a moment to put the items from each package in your shopping cart to learn how the packages work. If you don't do this, you won't ever use the document because you won't understand how it works.]

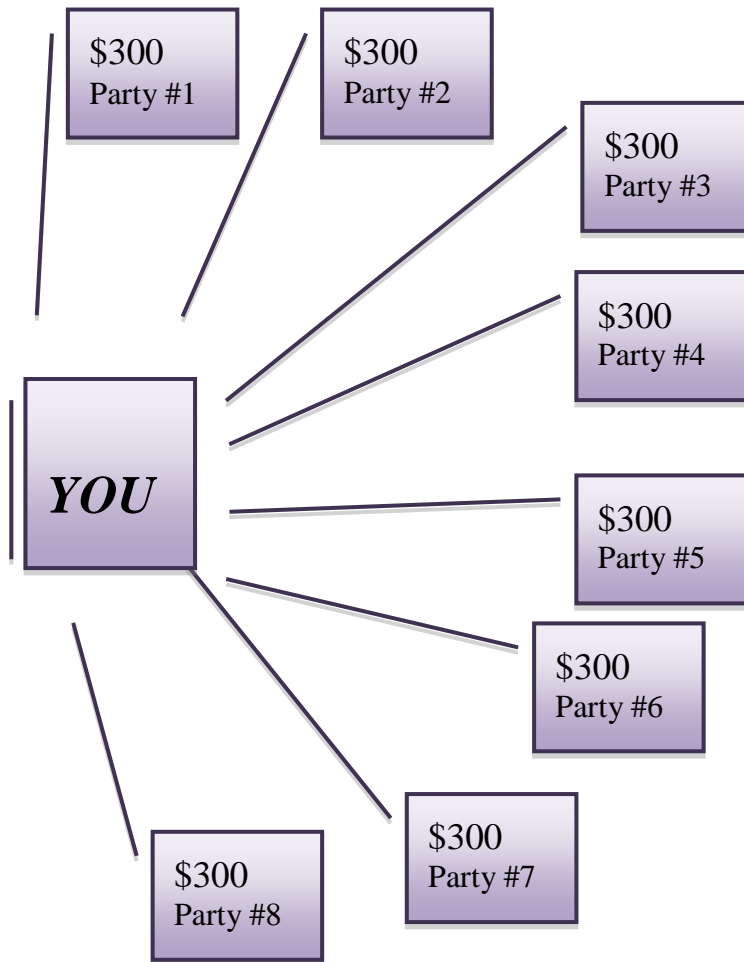
Two, bring fun booking gifts that future hosts booking today to take home with them. We get these for cheap from the Dollar Store. Cosmetic bags with a shower puff and small sample are always a hit!

Following this Host Coaching Step-by-Step guide helps us keep our calendars full. There will still always be cancellations and rescheduling. That is a normal part of this business. In fact, we plan for it by always over booking our calendar. This way when dates shift, we still always have more than enough activity.

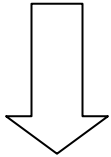
RACE to DISTRICT MANAGER

Goals for month of _____

1. Have 8 parties!
2. Sign up 5 P.C.'s
With \$150 order!
3. Get \$2400 RV/QV
4. Get \$150 PRV/QV
(under your ID)
5. Learn to do parties!
6. Master organizing
Your business!
7. Be on ALL Wednesday
and Sunday night calls!
8. Find 2 Business Builders!
have them meet upline
9. Accumulate products!
10. Go First Step District!



= \$2,400 RV



Qualifications for District Manager

1. \$4800 over 1 or 2 consecutive months
OR \$6,000 over 3 consecutive months
*First and last month both have to
Be at least \$2,000*
2. Minimum \$800 PRV in qualification period

- Goals for each Party:**
1. Book Parties!
 2. Look for Biz Builders!
 3. Sell products!
 4. Get Contacts!!

BENEFITS OF PROMOTING TO DISTRICT MANAGER

1. Commission increases from 4% to 8% !!
2. Override commission on Personal Volume
3. \$200 District Manager Bonus available
\$5,000 RV + 5 P.C.'s with \$150 orders

RACE

R-Repeat the recipe every month
A-Accumulate Preferred Clients
C-Connect with your UPLINE
E-Educate yourself to motivate yourself

Arbonne Success Plan Step-by-Step

Dial: 402-426-6969 Code: 72847728#

How do Consultants get paid?

- 35% Markup: 35% markup on all products sold at retail value (catalog prices).
- Must have \$100 Personal Retail Volume (PRV) to collect a commission check.
- 15% Preferred Client Commission: 15% on the retail value of all orders from directly sponsored Preferred Clients.
- 4% Override (OR) Commission: 4% on the override volume (65% of retail value) of all orders from directly sponsored Consultants or Preferred Clients.
- RSVP Bonus: \$50 bonus for every RSVP purchased by directly sponsored Consultants or Preferred Clients.

How does a Consultant maintain their Consultant status?

- \$150+ PRV and one new \$150+signup every month.

How does a Consultant grow a strong, stable business?

- Consistently do **2 group get-togethers a week**.
- At group get-togethers we **sponsor**. We build our businesses by growing our networks of consumers (retail clients and Preferred Clients) and Consultants.
- At group get-togethers we **schedule** more group get-togethers. We get to know the friends of our clients – new people that we would not otherwise meet. If we always book new get-togethers off of our current get-togethers, our calendars are always full!
- At group get-togethers we **sell** products. Guests get to sample all our products in a fun, social atmosphere. We then share with them how they can purchase these products at retail or at a discount with a Preferred Client membership.
- We **follow up** with everyone to nurture a relationship and assist with reorders.

Why should a Consultant promote to District Manager?

Promote to get paid more for the same work – a pay raise!

- Increase Override Commission: earn 8% on override volume from Personal Retail Volume (PRV, orders placed under own ID number) and override volume from all orders placed by anyone in your Central District.
- Increase RSVP Bonus: earn an additional \$25 for every RSVP purchased in your Central District.
- \$200 District Manager Cash Bonus with \$5,000 RV and at least 5 new \$150+ signups in Central District.

How do Consultants promote to District Manager?

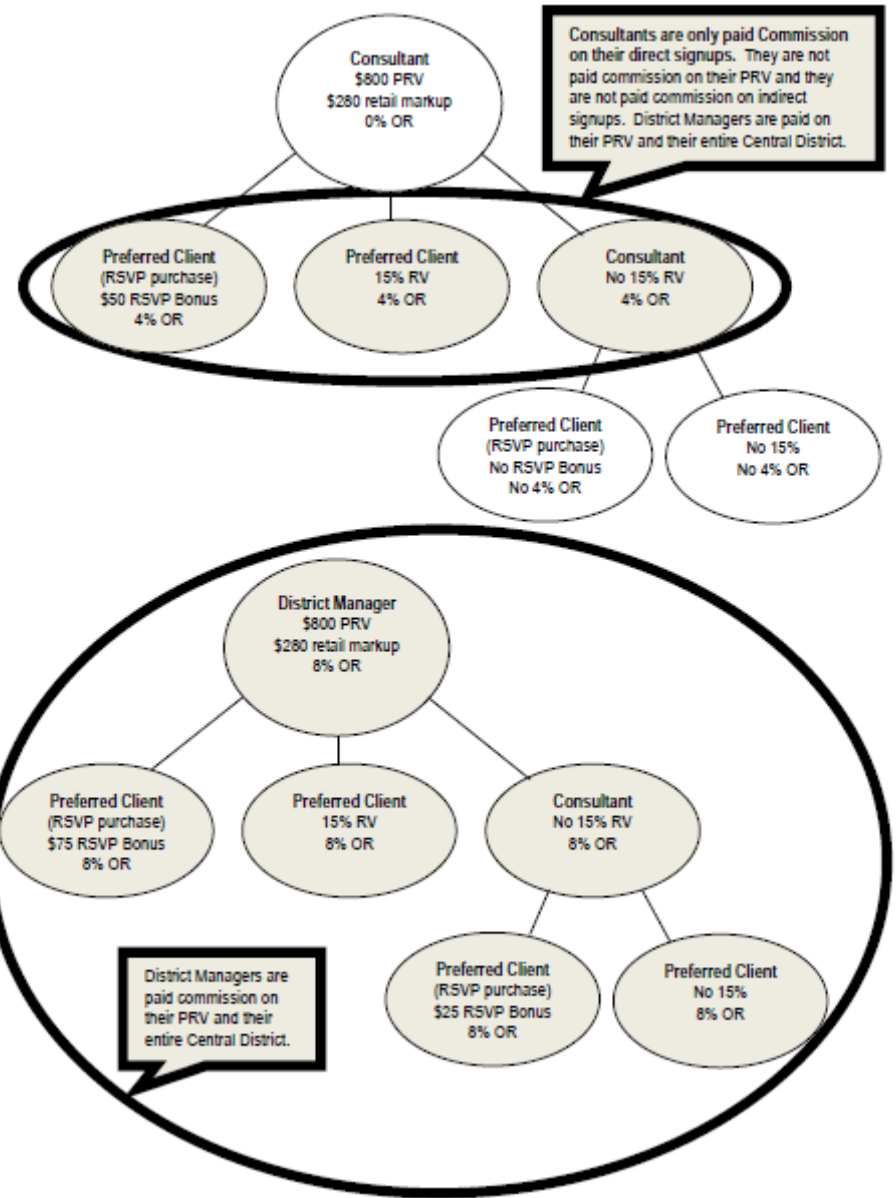
1. A minimum of \$800 Personal Retail Volume (PRV) or \$2,000 Retail Volume (RV) in the first qualification month,

AND

2. \$4,800 RV in 1 month, \$4,800 RV in 2 months or \$6,000 RV in 3 months.
3. Must have a minimum of \$2,000 RV in last month of qualification.

How many group get-togethers does it take to promote to District Manager?

- Take the average group get-togethers RV and divide it by the total RV goal. This will give us the total number of group get-togethers needed to hit the goal.
- As an example if the goal is \$4,800 and the average group get-togethers RV is \$400, a Consultant will need $\$4,800/\$400=12$ group get-togethers to promote.
- Of that \$4,800, a Consultant must have at least \$800 PRV as described above.



Disclaimer: This document is provided as a tool to help illustrate and explain Arbonne's published U.S. SuccessPlan which is the governing document for all Arbonne Independent Consultants in the United States. To the extent there are any inconsistencies between the Arbonne U.S. SuccessPlan and this document, the Arbonne U.S. SuccessPlan controls. You are strongly encouraged to independently read and understand Arbonne's U.S. SuccessPlan.

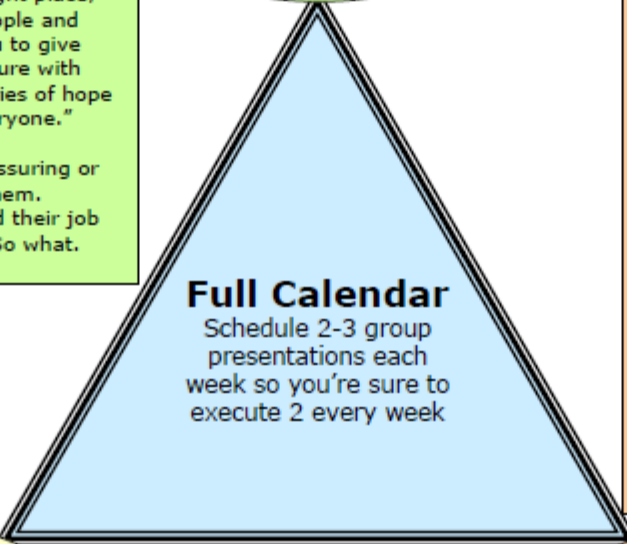
The Secret to a Full Calendar: Work Every Angle

Serve Contacts:

- **Warm Market:** without pressure or persuasion, simply offer this gift of Arbonne (products and business opportunity) to your friends and family.
- **Cold Market:** This is where the fun begins! Try pretending that you are always at the right place, at the right time, talking to the right people and that the universe is working through you to give people legitimate hope for a brighter future with Arbonne. As Rita says, "We are emissaries of hope – How dare you not offer this gift to everyone."

Special Note: If you feel as though you are pressuring or persuading someone, stop talking and listen to them. Arbonne is a gift. Our job is simply to offer it and their job is to take it. Some will thank you. Some won't. So what. NEXT.

Serve Contacts:
Offer to do parties for your contacts so they get the best deal



Book Parties off Parties: If you effectively work this angle, you will always have a full calendar! Before the party begins, have a plan in place for booking parties that night. Have the plan, then work that plan.

If a guest books that night with a date on your calendar

- Offer 35% off their order
- Send them home with a Hosting Gift (wrapped set of samples) and Host Planner with date
- They will get at their event \$100 of FREE products with at least \$250 party sales (costs you \$20)
- They will have the opportunity to buy additional products at 80% off at their party with every \$250 in retail party volume (costs you nothing).
- They will have the opportunity to get the RE9 Body Serum and Body Lotion set for \$25 or for FREE at their party.

For the Current Hostess: If at least 4 parties book that night (or how ever many you need), the Hostess will get the RE9 Body Serum and Body Lotion set for FREE!

Special Note: Before offering these incentives, you must believe that hosting a party is the very best deal for your clients. You are willing to work for them to get them the very best deal. Offer these specials with a servant's heart.

Hostess Coach:
Build a relationship and help your host have her best party



Always call when booking parties. Never email.

Book Parties off of Parties: Personally offer great booking deals to each guest

Hostess Coach: Now that you've got a party, make sure you keep it by having effective hostess coaching

- Send a thank you note and Host Planner immediately after booking the party
- We MAIL THE INVITATIONS for them 2 weeks in advance. This is our business, not theirs. We will get them in the mail, they might not.
- Give them samples – RE9, shampoo, Hybrids, RE9 enzyme peel, etc... Testimonials sell and we want our hostess to have lots to share!
- Call her a couple times before her party to touch base. Build a relationship with her. Treat her like your next NVP!

Golden Tip
Give yourself the best possible training by always attending free weekly webinar training calls

Redirect Your Spending to 'Arbonneize' Your Home

You already spend money at the department store, grocery store or drug store for a variety of personal care items. With Arbonne, you can redirect the money you are already spending and start using pure, safe and beneficial products at a great savings!

Here are some examples of products that you may use in your home which can be replaced with Arbonne products:

If you Use....	Then Get this from Arbonne!
Skin Care for Face	FC5, Re9 Advanced, Clear Advantage
Bars of soap or other bath gels	Cleansing Gel, FC5 Invigorating Body Cleanser, Awaken or Unwind Bath & Shower Gel, Shea Butter Hand & Body Wash RE9 Advanced Nourishing Body Wash, Detox Detoxifying Rescue Wash
Baby Care products	Arbonne Baby Care (ABC)
Shampoo	FC5 Nourishing Daily Shampoo
Dandruff Shampoo	Daily Self-Adjusting Shampoo with Tea Tree Oil
Hair Conditioners	FC5 Nourishing Daily Conditioner, Detox Fortifying Hair Mask, Before Sun To The Rescue Hair Protectant
Hair products that promote hair growth	Thermal Fusion Scalp Treatment
Vitamins	Hybrids™ Daily Power Packs
Kid's Vitamins	Daily Power Punch for Kids, Daily Nutritional Chews for Teens
Antioxidants, Vitamins A, E, or C	Heart Formula
Omega dietary supplements	Omega 3 Plus Supplement
Body Lotions and Hand Creams	FC5 Hand Cream, Shea Butter Hand & Body Lotion, FC5 Conditioning Body Moisture Awaken, or Unwind Body Lotion RE9 Advanced Firming Body Cream
Foot Powders or Foot Creams	Intelligence Herbal Foot Care
Make-up, Mascara, eye shadow, blush	Arbonne Cosmetics
Skin Ointments or Diaper Ointments	FC5 Skin Conditioning Oil Intelligence Rejuvenating Cream ABC Herbal Diaper Rash Ointment
Weight Loss supplements and drinks	Figure 8™ Going, Going, Gone! Dietary Supplement Figure 8™ Go Easy! Protein Shakes in Powder or Ready-to-Drink On the Go! Weight Loss Chews - fight fat / pick-me-up
Fiber drinks or Fiber tablets, bran cereals	Figure 8™ Go Anywhere Fiber Booster
Coffee	^{NRG} GO ^{3!} Fizzing Beverage Tablets
Tea	Figure 8™ Daily Detox Tea
Sun Screen, Self Tanners	Before Sun Collection, ABC baby care sunscreen SPF 30+ Revelage Age Spot Brightening Hand Therapy with SPF 30 Revelage Age Spot Brightening Day Cream with SPF 30
Shaving Cream, foam or gel	NutriMenC® Resurface Shave Gel
Baby wash, lotions and diaper ointments	ABC baby collection
Body Scrubs or body scrubbing brushes	Awaken Sea Salt Scrub, Detox Foaming Sea Salt Scrub
Muscle ache gels and creams	Herbal Muscle Massage Gel, Detox Purifying Sea Soak, Detox Renewing Body Gelée, Detox 5-in-1 Essential Massage Oil, Joint Formula
Echinacea supplements	Get Well Soon Dietary Supplement
Cold Sore / Fever Blister ointments	Herbal Lip Ointment
Vapor Chest Rubs	Herbal Vapor Rub, Herbal Vapor Soak, Detox Renewing Body Gelée
Products for Digestion or Elimination	Optimal Digest, Herbal Colon Cleanse, Detox 7-Day Body Cleanse Dietary Supplement
Hormone Therapy	Prolief Natural Balancing Cream, PhytoProlief Natural Balancing Cream
Lip Balm	Before Sun Lip Saver
Acne Medications	Clear Advantage Products including the Spot Treatment and Skin Support Dietary Supplement
Oil Blotting Papers	FC5 Mattifying Powder

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PACKING for your PARTIES:

4 Bags.....2 Trips to the Car!

(1) Spa Bins with Marbles or Liners

(13 gallon kitchen trash bags work great for liners)

Towels, Washrags, Foot Spa Products:

either (Detox Wash, Detox Scrub, Detox Gelee, Detox Lotion) OR

(ABC Body Wash, Unwind Bath Salts, Awaken Sea salt Scrub, Re9 Firming Body Lotion)

(2) Product Bag – generally a pull suitcase

Any products you want!

Deal or No Deal Gifts OR BOOKING gifts

Gift for Poem Game (anything)

Cosmetics (put inside your Product Bag)

All of the cosmetics, RE9 System, color applicators, Cotton balls, water spray bottle, hand held mirror

(3) Business Bag – generally a pull bag

Open calendar– have this FILLED OUT before your party kimhaler.com

Presentation Verbiage Cards – (print off of kimhaler.com – bind at Postnet)

Demographic Maps (print off of kimhaler.com)

Copies of the Compensation Plan (print off of kimhaler.com)

Prospecting Packets (print off of kimhaler.com)

Hostess Packets (print off of kimhaler.com)

Order Forms (you can make copies front/back of these – have 100) -kimhaler.com

Discount Applications (you can make copies of these – have 100)-kimhaler.com

Calculator – put the shipping cost taped to your calculator get from inside catalog

Catalogs – make sure your information is on the catalogs – name/phone – have 20

Inside your Catalogs you will want the COUPONS kimhaler.com

Business Cards (order from Postnet, Norman)

Getting Started 1 2 3 Document – kimhaler.com

Client Profile Sheets (cut a binder in 1/2 to have flat clipboard) kimhaler.com

Pens

Your Calendar

ROOM SETUP

Kitchen Table – Order Forms, Wholesale Forms, Hostess Packets, Prospecting Packets, Your Calendar, Demographics Map, Getting Started Doc 1 2 3

BE READY TO FIND 2 people to Join Your Team – to give Prospecting packet

Bathroom – Re9 Wash, hand towels OR YOU CAN DO THIS DURING YOUR DEMO in the living room

Snacks – lay around Pictures of Testimonials or EOA Stories, optional!

Front Door Area – Client profile/pens, Deal Or No Deal gifts or Booking gifts

TELL YOUR GUESTS:

To pick their GIFT – tell them NO PEEKING

Get Profile Sheet to fill out

And, help themselves to Refreshments

Work Area – is in front of the room

RE9 System, Water Bottle, Cotton Balls, Hand held mirror, Foot Spa Products Page 18 Compensation Sheets, Presentation Verbiage Cards, Open Calendar, Gift for Poem



Coffee Table – Have your assortment of products – INCLUDING the Cosmetics

End Table – Catalogs, with COUPON sheet inside

Never give out catalogs until end of Party

Spa Bins – with Detox Wash or ABC Body Wash washrags, and towels at the sink you will fill up *add Arbonne Wash (DETOX or BABY) into the spa bin – suds up by splashing while filling the bin*

Towel under the spa bin in the living room

YOUR SHOPPING LIST

Note: You may have some of these items...if so, GREAT!

Walmart or Dollar Store

10 Wash Bins
Marbles for 10 Bins or Liners (13 gallon kitchen trash bags)
10 Hand Towels, 10 Wash Cloths
Cotton Pads
Misting Bottle
10 Black Pens
Calculator
Suitcase on Rollers for Product

Arbonne- you can look at the Getting Started 1 2 3 for complete list

Calendar
20 Catalogs
Re9 Advanced Samples
Stickers/Business Cards (from the PLACE)
Order Forms
Preferred Client Membership Forms
Re9 Advanced System
Primer
5 Pack of the Hand Crème (poem gift)
Detox Wash, Detox Scrub, Detox Lotion, Detox Gelee OR
ABC Body Wash, Unwind Bath Salts, Awaken Sea Salt Scrub, Re9 Firming Body Lotion
Entire Cosmetic Line
Other products you want to display

Outline for Writing Your Compelling Arbonne Story

- . Begin by briefly introducing yourself: Name, status, employment, etc
- . Share how you were introduced to Arbonne: Who, where
- . Share what you initially thought of Arbonne: Fears, excuses, inspiration
- . Share what changed that made you decide to do Arbonne: Others success stories, realizations, facts, etc.
- . Share what you're excited to do with your business and what you've already accomplished.
- . Close with a transition statement (i.e. "So, ladies, I am so excited to share these great products and business opportunity with you and give you a pampering night of spa treatments.").

Examples:

"Hi, ladies. My name is Tara. I'm an accounting student at IPFW. I was introduced to Arbonne through a spa event like this one, and I was immediately impressed with the product and company. However, as I considered whether this business might be a good fit for me, I was really nervous about the idea of getting up in front of people and talking. I was also afraid of what other people would think of me and definitely didn't want to come across as a "pushy" salesperson. I wasn't sure if I had what it took to be successful, but my sponsor encouraged me. And I read stories of people from many walks of life who overcame fears, followed Arbonne's business plan and became successful. I realized that if I did what they were doing, I could become successful too. One of my goals with this business is to pay for my schooling, because I don't want to have debt when I graduate. I see how I can do that with this business, and that's part of why I'm excited to be here with you today."

"My name is Marci Gilliom. I'm married and because of Arbonne I'm able to stay home with my two young children. I was introduced to Arbonne by a family friend who thought the products could help my roseacea, which they did.. And after seeing my friend achieve her goals with this business, I contacted her to learn more. You see, even though my husband and I both worked, we still didn't have enough to cover our expenses, so I was looking for a way to eliminate stress from our lives! I had never considered a business like this before, because my education is in criminal justice, not business. Plus, I figured I was way too busy and didn't know enough people to make this work. But after I looked into Arbonne's business plan and asked my friend lots of questions, I recognized that this was an incredible opportunity to change my family's future and create a residual income that was based on my efforts, not on my time. The last three years have been a blast as I've met lots of fantastic ladies, like yourselves, and achieved more than I thought possible! And I'm excited to be here with you tonight to pamper you with some truly amazing products and share all that Arbonne has to offer."

Because your story is personal and will not connect with everyone, it's important to weave 1-2 upline success stories throughout your presentation. When sharing about your upline, be very brief and only highlight the stories that are different demographically from you and/or the ones that mirror your audience's demographic (i.e. "My friend Emily worked 60+ hours a week and wanted to be present at home for her husband and new baby. She was able to weave this business into her crazy life and surpass her income within 10 months, enabling her to quit her job and be home with her family.").

Outline for Writing Your Compelling Arbonne Story

When closing, start with a transition statement that refers back to your personal story and then use inclusive language to wrap it up:

Example:

"I never dreamed I'd be doing Arbonne when I grew up, but I also never dreamed of being in debt and not seeing my family very much. Perhaps you know someone who feels the same way or who wishes they could quit their job. An extra \$500 a month can make a huge difference for most people, and this business provides a way to achieve those goals and much more. Now is such a great time to build an Arbonne business here, because there is only 1 white Mercedes in Fort Wayne! There are no fancy skills needed. If you care about people, are teachable and hard-working-- you can do this! So if you're looking into your options and would be open to learning more about whether Arbonne is a good fit for you or not, ask me for a "Pampering Pack" that includes a special gift and more information. I would enjoy helping you achieve your goals."

Remember, the goal of your story is to CONNECT with your audience, INSPIRE them and INVITE them to join your business.