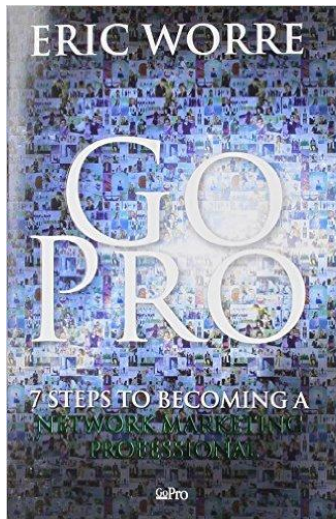




1<sup>ST</sup> STEP BASICS  
TEAMVISION

# Building Certainty

Right Company, Product, Timing  
and System



Creating SMALL WINS daily will add  
up to big success.

We need to "Show up, to go up!"



Personal Development and plugging in is key  
to your success in network marketing.

Treat Arbonne as a business not just a hobby,  
alongside what you are currently doing.

We often recommend books and audios on  
our Teamvison FB page but some  
recommendations to get you started are:

- *Go Pro* by Eric Worre
- *Beach Money* by Jordan Adler

Download Soundcloud on the app store  
We recommend:

- ENVP Donna Johnson's Go For Gold Calls

# Our System

**GETTING A NEW CONSULTANT STARTED**



Consultant Name \_\_\_\_\_

*NOTE: Our NUMBER ONE PRIORITY is to set new builders up for SUCCESS!*

*Getting into momentum is critical and thus 1 – 13 should be completed as quickly as possible.*

- 1. Get ABN number free online.
- 2. Place initial product and samples order as well as joining fee.
- 3. Add to **TEAMVISION** Facebook group and introduce
- 4. Download [www.zoom.us](http://www.zoom.us)
- 5. Within the first 24-48 hours complete Getting Started Coaching call 1<sup>st</sup> Steps
- 6. Print off the below documents from the source in a clear display folder so the new consultant can add to:

- Recommended Retail Price List
- Business Aids Price List
- ASVP's for PC's
- Success Packs and ASVP's for IC's
- New PC Free Gift
- New Consultant free gift
- Host Rewards Program
- IC Cash Bonus
- Client Retail Order Form
- Customer Care Form ([mattersnations.com](http://mattersnations.com))

- 7. Book launch dates 2 -3 (live/virtual)
- 8. Go through First Steps workbook.
- 9. Order business cards and labels.
- 10. Show them **THE SOURCE** and the new consultant website. [www.mattersnations.com](http://www.mattersnations.com)
- 11. Go through "4 Questions to Ask a NEW Consultant" document.
- 12. Coach on Telephone Skills - You may want to sit with them, role-play and then they make the calls with you there or on Zoom. (Ex. Role play a particular person... then they make the call. Role-play the next person and they make the call. This will help them build confidence.)

**Challenge –**

- Incentivize new builders to schedule 6 presentations in their start month or first 30 days.
- Once you have their presentation dates, offer a new builder a Sea Salt Scrub when they schedule the presentations – ask them when they think they can have that accomplished by in the next few days
- Stress the importance of activity and getting started with enough momentum to get the ball rolling

- 13. Go through **Why District Manager**
- 14. Set up a **SoundCloud** account and find Donna Johnson's "Go for Gold" calls

You choose the speed at which you want to grow your business.

Your sponsor will work with you on the Getting Started Checklist to get your business moving in the right direction.

Plug into POD trainings, monthly Discover Arbonne and team events, posted on the TeamVision Facebook page.



Duplication  
Duplication  
Duplication

# Become A Product of the Product



Your friends and family will start to notice your makeup and the products around your home

Arbonnize your home and family with the vast variety of skincare, body care, nutritional products, baby care and sun protection.

- You are a walking talking advertisement for our products
- Have enthusiasm and passion for the products you use
- Create 100% confidence by becoming a 'product of the product.'

**"People may doubt what we say, but they always believe what we do."**

# Our Catalogue

Familiarise yourself with our beautiful catalogue. It is what your customers are reading and it is your store.



SKINCARE ANTI-AGEING

**RE9 Advanced for Men**  
Next generation science and premium botanicals take great skincare to a higher level with **RE9 Advanced for Men**. You're driven to succeed and face forward to your future. Keep your skin looking **youthful** and rested with an **uncomplicated** skincare regimen. Introducing products formulated with mistletoe extract to help promote the overall look of **strong and healthy skin** along with algae extract and vitamin C to help support a **firmer, youthful, more resilient** appearance. RE9 Advanced for Men helps you **work smarter**, not harder, for great-looking skin.

**Key Botanicals**  
**Japanese Pigeon Tree (Euphorbia japonica) Flower Extract:** Contains flavonoid compounds, hydrates, increases skin elasticity, skin conditioning, and soothes skin. Apply twice daily after cleansing and toning.  
**Vitamin C (Ethyl Ascorbic Acid):** Helps support collagen through metabolism to help firm the skin and maintain skin cell turnover and to help the skin and support its anti-aging response.  
**Algae Extract (Gelidium Extract):** An extract to support collagen, helping to prevent the appearance of fine lines and wrinkles.  
**Mistletoe Extract (Ligustrum lucidum) Naturally Derived:** Helps support skin hydration and helps naturally support firm skin in maintaining benefits to prevent signs of premature aging.  
**Hydrolyzed Protein (Hydrolyzed Protein):** Supports firm skin, and provides a natural, non-irritating, conditioning skin help smooth the appearance of wrinkles.

## You will learn about:

- The 37 years of 'living beautifully'
- The Arbonne Story – history, heritage
- Our ingredients policy & botanicals glossary
- Arbonne's 'Green Commitment'
- Product prices and descriptions
- Basic product knowledge
- Successful Arbonne Consultants and their inspiring stories

# QV

## Qualifying Volume



## QV – Qualifying Volume

Every Arbonne product carries a designated Qualifying Volume.

The QV is used to calculate qualifications, maintenance, product specials and incentives.

QV is the same across all Arbonne countries.

You can find the QV value for each product in the catalogue after the prices.

\*Travel packs, business aids and sample packs have no QV

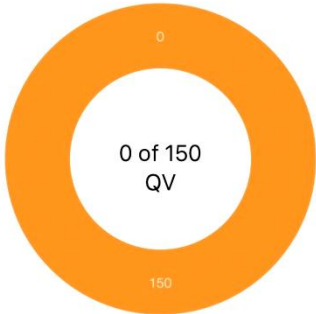


# PQV

## PERSONAL Qualifying Volume



### < Personal



702 Successline	0 / 0 New Cons / 150+	0 / 0 New PC / 150+
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All consultants need a minimum of 1200 PQV over the entire year to stay registered as a Consultant. The annual renewal fee of consultants is \$50.

All consultants **MUST** do **150 PQV** per month...

- To be paid on their down line (PC's and consultants)
- To earn incentives & bonuses

PQV is the QV under your Personal ID number. Your 150PQV is easy to maintain through...

- Retail sales of your own
- Personal purchases
- Preferred Client purchases
- Gifts you buy from your own store

# ASVP Packs













ARBONNE

Preferred Client

## Arbonne Special Value Packs

As a Preferred Client, you can have the products you love with an **incredible savings of 40% off RRP!** These product bundles will also help you accumulate more Preferred Rewards, which means great savings on future purchases. Start shopping and save!

	
<p>Arbonne Intelligence, Genius Ultra Anti-Ageing \$565 value for \$339.80 \$225.40 savings PC Reward Free Shipping + \$13 <small>Ask your Independent Consultant or visit <a href="http://arbonne.com">arbonne.com</a> for estimated shipping dates.</small></p>	<p>Anti-Ageing Face \$635.50 value for \$381.30 \$254.20 savings PC Reward Free Shipping + \$26 <small>Choice of Regular or Extra-Medium Day Cream.</small></p>
	
<p>Advanced Anti-Ageing Face \$546.50 value for \$387.99 \$158.60 savings PC Reward Free Shipping + \$26</p>	<p>Just for Him \$394 value for \$266.40 \$127.60 savings PC Reward Free Shipping + \$26</p>
	
<p>30 Day Nutrition — Meal Replacement Shake \$534 value for \$320.40 \$213.60 savings PC Reward Free Shipping + \$13 <small>Choice of Meal Replacement Shake and Energy Flz Stick Bars.</small></p>	<p>30 Day Nutrition — Protein Shake Mix \$508 value for \$304.80 \$203.20 savings PC Reward Free Shipping \$13 <small>Choice of Protein Shake Mix and Energy Flz Stick Bars.</small></p>
	
<p>Arbonne, Makeup \$680.80 value for \$408.90 \$272.20 savings PC Reward Free Shipping + \$26</p>	<p>Sports Nutrition \$545 value for \$325.80 \$217.20 savings PC Reward Free Shipping + \$13</p>
	
<p>Generation Y Normal/Dry \$380 value for \$248 \$132 savings PC Reward Free Shipping + \$13</p>	<p>Generation Y Daily/Combination \$380 value for \$248 \$132 savings PC Reward Free Shipping + \$13</p>

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## Simply Save ...

ASVPs are packs designed for complete convenience and amazing savings.

Preferred Clients (PCs) and Independent Consultants (ICs) can have all the products they love with incredible savings:

**40% off RRP for PCs**  
**50% off RRP for ICs**

ORDER AS MANY ASVPS AS YOU WANT  
**NO LIMIT**

ASVPs are available all year round.



# Preferred Client/PC

For clients who are not interested in joining the business but want great savings on our products, becoming a Preferred Client is a great option.







## Preferred Client Benefits At-A-Glance

### Preferred Client Registration Benefits:

 <b>ENROLL</b> <small>For \$27 and receive 20%-40% off RRP on products for an entire year</small>	 <b>FREE SHIPPING</b> <small>With \$325 RRP purchase at sign-up</small>	 <b>RECEIVE</b> <small>Complimentary product with \$210 RRP product purchase in Start Month</small> <small><a href="#">choose from list of bestsellers</a></small>	 <b>RENEW</b> <small>Each year for \$27 or accumulate \$780 RRP and waive fee</small>
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### Preferred Rewards Program:

Order now to earn these rewards to use on your **next** qualifying order.\*

 <b>ORDER \$195-\$389</b>	 <b>ORDER \$390-\$584</b>	 <b>ORDER \$585-\$779</b>	 <b>ORDER \$780+</b>
<b>REWARD</b> Free Shipping	<b>REWARD</b> \$13 OFF Free Shipping	<b>REWARD</b> \$26 OFF Free Shipping	<b>REWARD</b> \$39 OFF Free Shipping

### Preferred Client Benefits:

Ask your Independent Consultant for current offers.

 <b>40%</b> <b>Arbonne Special Value Packs at 40% off RRP</b> <ul style="list-style-type: none"> <li>• Anti-Ageing</li> <li>• Nutrition</li> <li>• Generation Y (Normal/Dry and Combination/Oily)</li> </ul>	 <b>Recurring orders at 30 &amp; 60 days</b> <ul style="list-style-type: none"> <li>• Orders &lt; \$195 RRP: Flat rate shipping</li> <li>• Orders &gt; \$195 RRP: Free shipping + surprise product gift</li> <li>• Orders &gt; \$390 RRP: Free shipping + surprise product gift + \$19 discount</li> </ul>	 <b>PWP</b> <small>Place a qualifying order to unlock special Purchase with Purchase travel sets.</small>
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\*Qualifying orders must be \$195 RRP or greater and placed within 2 full months from prior order, excludes autoship.

- Initial membership is \$27
- Free shipping on their initial orders over \$325 RRP
- 40% off packs
- 20% off individual products all year round
- Free joining gift from the Free product list within the first month with single orders over \$210RRP
- Order online through their own ID number or through their consultant
- Preferred Advantage reward vouches can be redeemed within 2 months of purchases
- \$27 annual renewal fee or FREE if they accumulate \$780RRP before renewal date
- Can upgrade to Consultant anytime minus PC joining fee

# Product Experiences

Our Product Experiences allow our clients to try before they buy. They are educational, fun and interactive.

Clients can choose a Product Experience that suits them, either Skincare, 30 Days To Healthy Living or Make-up.



Clients can also experience products through sample packs, full sized samples or 1:1 Product Experiences.



# Business Cards/Labels



Visit the Arbonne Boutique under the Shop tab on your dashboard to order your business cards and/or labels.

Your labels go on:

Catalogues & Sample Packs



Your label is your customer's reference back to you.



# Workbook

## **F i r s t S t e p s** **W o r k b o o k**

*Starting Your Business*

Print and read through your **workbook**.

Share your thoughts and plans with  
your sponsor.



# Your VIP Launch



Book in dates with your Sponsor to  
**Launch your business.**

These can be either events in your own home or virtual presentations online.

We recommend a minimum of two launches in your start month.

Why not combine your event with a Product Experience as your friends and family will be keen to try our products.

TEAM**V**ISION