

MEETING WITH NEW PROSPECT 1-5 STEPS

Carol Kirken, NVP

When meeting with interested new prospect follow these simple steps. Teach these simple steps to your team.

#1. Have you Business Packets ready. Customize them for the person you are meeting.

General Business Packets contain for example the following:

- a. Catalog
- b. YOUR Arbonne Business Card
- c. EOA (Eye on Arbonne Story, your upline or someone who might have the same background (teacher, stay at home mom, nurse, I hate my job, my husband lost his job, etc. All can now be purchased from Arbonne)
- d. Start Now Workbook. THIS IS A MUST.
- e. Application SIGNED BY YOU.
- f. Order forms
- g. CD arbonnenow with Robert T. Kiyosaki
- h. Samples. What would your potential prospect like to try? RE 9 sample, the baby line, RE 9 Men's line, Intelligence line? Include sample that best fits them. (Love the Lift!)
- i. Keep your business packets within reason. Do not over-pack them.

#2. Arrange a “neutral” place to meet. Coffee shop, quiet lunch restaurant. You do not

Need to purchase lunch if that is not within your budget. Coffee/ Tea is great.

- a. Always get their telephone number when setting up appointment. Including cell. Give them your CELL in case of a conflict on time.
- b. Call the day before and confirm they are joining you.
- c. BE ON TIME: which means early. At least 5 minutes early. Never be late, if you are going to be late, call them. (Choose a coffee or restaurant that is appropriate, does not need to be upscale but needs to be very nice)
- d. BE PREPARED TO LISTEN.
- e. Dress as if you are an RVP. Dress your best. (How would an RVP dress?) Slacks, neat shirt/blouse, dress, skirt, jacket if at all possible. They will be looking and studying you and how you appear. Choose your meeting place well.
- f. LISTEN TO ARBONNE UNIVERSITY: SPONSORING before you go.
- g. KEY POINTS: You are there to become informed about this person and their interest in Arbonne. You are there to learn exactly what they are seeking? THIS IS A FACT FINDING MEETING. Relax. Meeting new people is fun.
- h. Let them know you would like to:
Hear why they are interested in Arbonne. You would like to ask a few questions. You will be providing them with information for their review to take HOME. Ask the questions listed in STEP 2, ARBONNE NOW “WORKBOOK” THEN LISTEN. I take notes. Follow the system, they are watching you.
- i. Additional questions I like to ask: What is your idea of a perfect career?

Where will you be in 3 years? What have you're always dreamed of doing?
After listening. You may be asked to share your WHY be prepared. Keep it Simple.

- j. Ask---you must ask. For example: On a scale of 1-10 where would you say your interested in Arbonne is presently?
: #1 I never want to see you again? 2-6 : not sure, need more info.-- 7-10 I am really interested in this business. If not interested at this time: THANK THEM FOR THEIR TIME. Ask for Referrals—do they know anyone who would appreciate another STREAM OF INCOME? Always leave on a POSITIVE NOTE. Call me if your needs change.
If interested:
- k. Ask them to take the packet home AND Read all within, listen to the STARTNOW CD, complete the STARTNOW WORKBOOK.
- l. Arrange a meeting within 2-4 days. Let them know you will need time to review. Invite their spouse, significant other to join you.

YOU DID IT, YOU STARTED THE PROCESS!!!

#3. Arrange to meet, may be same restaurant, set time, remember to call day before to confirm. (If they call and cannot meet, be sure and find out if they are interested in the business. ASK. If you feel they are not committed to meeting you again, can say “This may not be the best time for you, keep me in mind and if plan A does not work out call me. I am always looking for positive, enthusiastic people like yourself to join me in this great business”)You ARE NOT IN THE CONVIENCING BUSINESS. If they simply cannot meet due to time conflicts ask, may we set another time now? or if you may call them next week and set up another time, ask if they listened to the tape or had a change to read the materials, any questions?

- a. They confirm. Be early and meet with them and perhaps husband or significant other.
- b. If you are bringing your upline, LET THEM KNOW ahead of time. Do not simply appear with your sponsor. You can say I am still learning the business and I wanted to be able to answer any questions you may have. I will introduce you to_____ and she/he will help me answer all of your questions. They also see we work together. You do not need to build your business alone. You have help.
- c. Answer questions, *Review their Workbook results.* LISTEN, LISTEN.
- d. They inform you the wish to build a business. YEAH!
- e. I invite them, at this point, to come to my home within 72 hours and I will show them THE STEPS—on how to build their business. See the 10 Steps to Building an Arbonne Business in New Consultant Business Manual
- f. SET UP THEIR “BUSINESS LAUNCH DATE THAT DAY. Assure them you will help—every step of the way. Have your calendar handy. You would like them to bring their list of attendee’s and you will be with her/him while she calls the first 10. You are there to support.
- g. When they join me at my home I train on how to use the computer to order, see Arbonne University (I request they complete the first 4 modules) listen to their budget and help them order products accordingly. Order the Business Pack it is a

great value. If they have no money to begin their business I suggest setting up 6-10 classes and I will do first 3 to help them gain profits with the *understanding the profit goes to purchasing Arbonne products/business aides.*

#4. Business Launch:

- a. Teach your new Business Builder/Partner how to **call** everyone, how to phrase their invitation. Hi this is _____ As you know I have always wanted to stay home (get out and meet people, be my own boss, have more money, help my husband , etc.) I have found something I am so excited about and believe this is the business I have been looking for--for sooooo long. CAN YOU JOIN ME NEXT _____ OR _____ TO see what business I have launched? I have scheduled my Business Launch (schedule two days back to back, it is easier to clean once!), you will only need to be here about 1 hour or less. Bring friends.
- b. Set down with your new business builder and plan their Launch. Serve LIGHT refreshments. You must be duplicatable! They are watching you.
- c. I like to have them give as many RE 9 Sample Packs out to those attending in advance.(I provide the samples, they order and replace to me) They will be great the day of your launch as they are so positive about the products.
- d. You will do their business launch for them. They tell their WHY, you present For example: ARBONNE=RESULTS from the bound booklet BE DUPLICATABLE. I read it.
(Have RE 9 Gold Kit ready for demo, Intelligence, Baby set, Men's set., some makeup etc. Whatever you can have for them-- Trying is buying.)
- e. Have Business Packets ready for interested guests. Start the process again from #1
- f. Have product order sheets. See how to present a class. Arbonne=Results on line
- g. Show your new business builder how to order products you sold that evening. How to process charge cards, enc. them on how to keep accurate records. Make sure you encourage all Arbonne University Modules. Hear one EVERYDAY.

#5. I like to train on the many ways to do the Arbonne business.

- a. One on One
- b. Drop off sample packs for 2-4 days, how to pick up.
- c. Trade shows
- d. Join the Chamber in their area.
- e. Being an Exhibitor.
- f. 6-8 classes per month. (Skin Care using index cards (on www.csk.50megs.com) Opportunity Classes. Spa Days, etc)
- g. REVIEW THE BUSINESS MANUAL (no e-bay, do not sponsor others clients, etc. Ethics is absolute.)

THIS IS THE 5 STEPS METHODS

TRAIN USING ARBONNE MATERIALS. WATCH THEM TRAIN USING THESE 5 SIMPLE STEPS. KEEP REPEATING THE PROCESS.

REMEMBER 15 DISTRICTS AT \$2500 PER MONTH PLUS YOU= REGIONAL VICE PRESIDENT.

Plus many other combinations. I had 15 Districts when going RVP. I have a large “wholesale” client base. (Those that just wish to purchase Arbonne Products at 35% off.) Always share this great value.

***BUILD A TEAM OF BUSINESS BUILDERS, BUILD A LEGION OF “WHOLESALERS” BUYERS.
(Take good care of them as well)***

KEEP IN MOMENTUM.

TEACH THIS SIMPLE 1-5 STEP PROCESS OVER & OVER.

AIM FOR REGIONAL VICE-PRESIDENT.

***THIS IS NOT A RACE. THIS IS ALL ABOUT BUILDING DISTRICT MANAGERS
WITHIN 1-2 MONTHS. THEY NOW EARN 8% AND THEY WITH --THIS SIMPLE
PROCESS -- CAN BEGIN BUILDING THEIR OWN TEAMS.***

GOOD LUCK.