

## 15 CLOSE STRONG TIPS!!!!

Did you know everything you do NOW is what separates YOU from the rest!! NOW is the TIME - pedal to the metal!!! Follow-up is a must a RIGHT NOW!! You WILL find the volume you need when you do it through ACTIVITY!!!!

1. Follow up with everyone that has expressed interest in the products OR biz - NOW is the time!!!
2. New IC's - make sure you did a 250 QV order to get your free product.
3. Make sure you have 150 PQV (between your ID#, your PC's, and Clients - not Consultants) in order to get paid overrides (and make sure your team does too)
4. Have your PC's used their Preferred Rewards?
5. Are you close to getting into qualification for the next level? Are you finishing your next promotion? Going for your bonus?? Your paycheck increase is SO worth it!
6. What are the special product incentives, or business incentives just for this month?
7. Did you call all your people that haven't renewed this month?
8. Do you have people that you have given a sample to and they haven't ordered yet....motivate them with a special.
9. Do you have PC's that are doing skin care, but may want to incorporate Healthy Living or Cosmetics.....offer them a special. Be the Solution to Everyone's problem.
10. Do you have people that came to an event, took home a catalog and haven't ordered yet? Follow up!
11. Got your 2500 qv Building block this month? If not, you still have plenty of time.
12. Call all your customers and let them know that you are going for a challenge/promotion when you are calling them! People want to help people!
13. And while you are doing all of this.....book your next month since you are already on the phone with people!
14. If you haven't Arbonnized with cosmetics or other products- NOW IS THE TIME!!! Remember, your website is YOUR store...if YOU sell it why would you buy it from another store?
15. DID you offer your HLC clients RE9? Do they know we have amazing skincare?

I want to encourage you to work until the final second.... so many things can happen. We have promoted Regions with literally one-minute left on the clock! If you are serious about being a business owner and growing a successful business in Arbonne, work this phase of your business...you will LOVE THE RESULTS!!!!!!!!!!!! Wishing you all MUCH SUCCESS and can't wait to celebrate when you reach your goals!