

30 in 30 Challenge

Get in front of 30 people in 30 days and tell the whole Arbonne Story!

HOW TO ASK: Send 100 individual texts in a 24-hour period!

Existing Consultants

Hi Amy!

Hope your well! 🍀 Its been forever. I'm reaching out because I am in a 30-Day Challenge with my Arbonne team to get in front of 10 people this month for a quick 20 min overview of Arbonne! I get that it might not be a fit for you, but I'm looking to spread the word. Would u be open to a 20-min conference call?! I'll send you a gift just for popping on. Would you be willing to be one of my 10? Excited to hear from you 🥰

New Consultants

Hi _____, it's _____! I'm reaching out because I've just started a business with Arbonne! It's a vegan skin care and wellness company. I'm super excited, and nervous at the same time! As part of my training I need to find 10 people who are willing to hear 🍀 a 20-minute overview of Arbonne. I get that it might not be a fit for you, & I respect that. I am looking to spread the word & get confident in sharing. I would love to grab coffee (tea-wine) & see you!! (or if long distance or super busy: "I'd love to jump on a video conference with you for 20 mins") I'll bring (send) you a little gift as a thank you! (could be a small bag with a sample or two) I know you're busy so I'll come to you! Would you be willing to be one of my 10?" 🍀

Or

Hi _____, it's _____! I'm reaching out because I've just started a business with Arbonne! It's a vegan skin care and wellness company. I'm absolutely loving it, and thought you might too! I am looking to spread healthy living & get confident in sharing. I'd love to jump on a video conference with you for 20 mins. I get that it might not end up being a fit for you, & I respect that, but its certainly worth 20 min to find out. Can we chat this week?

When they say yes: "Thank you SO much!!! My good friend, Tracy will probably be on too because I'm in training and she's been in Arbonne for 10 years so super knowledgable! Would tomorrow at 2 or tuesday at 10 work best for you? (Suggest times that work for you)

If they say they are not interested, say something like the lean out verbiage below:

Lean in Lean Out training call: <https://soundcloud.com/sky-nation-training-calls/lean-in-lean-out-with-envp-melissa-boeger-1>

Lean out

Oh my gosh Mackenzie I totally hear you but let me be super clear, I'm not asking you to build an arbonne business, I'm just asking you to take a peek at what Arbonne has to offer. For all I know this won't be a fit, but for all I know it will be. So please don't say no until you know what I'm offering and then if it ends up being a no, I completely understand. Plus, you might know someone who would be perfect!

How to get a YES to the Ask, or handle objections: “Lean in, Lean Out” training

<https://soundcloud.com/sky-nation-training-calls/lean-in-lean-out-with-envp-melissa-boeger-1>

HOW TO PRESENT:

- Use the “Is Arbonne For You” document.
- View a demonstration here: <https://www.youtube.com/watch?v=Y-6QqkPpyHM>
- Remember to ask LOTS of questions about them, and dialog throughout the 20 minutes.

HOW TO CLOSE:

Thank them & ask “I would love to know how to best follow up with you, would you say you are a 1-2-3:

- 1: “I’m interested in the product”
- 2: “I am interested in product & very curious about the business”
- 3: “I totally get how Genius this business is and I’m ready to jump in.”

“Where do you see yourself?”

1 “Awesome! I can make some product recommendations & definitely work the best deal for you! I’m also really looking to expand my network and meet some new people. Would you be willing to help me with an introduction to your friends? If you could grab 3-4 friends together that I could come share these products with, I’d be so grateful! Everyone will get a chance to touch - feel - sample the products, and I’ll make sure you get lots of free and discounted products! Would that work for you?”

- If yes, pull out your calendar and ask “Does a week day or weekend work best for you?” Suggest a few dates based on their response.
- If no, say “No problem I know we are all busy! I’d love to earn your business, as I know you’ll love these products! Here are some deals we are offering right now...” Use the Close Sheet - transition into product.

2 “Awesome! What is exciting you the most about the business - What more information do you feel you’d need in order to move that to a 3?” (Answer any questions they may have.)

- If they say they need to think about it, say: “I understand! Why don’t we do this, I’ll send you home with some information (some videos to watch, EOA etc.), in the meantime, why don’t we pick a day next week where you could grab 3-4 friends,

and I'll come present the products? That way you can SEE what we do, how fun & simply it is & learn more about the products and the company. Worst Case you would be helping me out and will get some free products if you decide it's not for you!" wink wink :)

- If yes, pull out your calendar and ask "Does a week day or weekend work best for you?" Suggest a few dates based on their response.
- If no, and they want to "think," say "No problem, I'll send you some information. In the meantime, I'd love you to chat with my friend (SET UP a 3 WAY) ---- who has been super successful in Arbonne. She's been in longer than me and can answer all of your questions! Would you have 20 mins tomorrow we can give you a call?"

3 "Awesome! I think you're making a fabulous decision and I am excited to partner with you and get you started! Do you have 10 mins more? If so we can go ahead and get you signed up, it only takes a minute." Pull out your phone/ipad/laptop to sign them up, go over and show them the "Close Sheet", make suggestions. After they are signed up set up a time in the next 24 hours to go over Getting Started