

**NEW CONSULTANT  
STARTER KIT**  
LOVE, GRACE, GRATITUDE NATION

# WELCOME TO OUR TEAM!

LEARN TO DREAM BIG WITH THE LOVE, GRACE, GRATITUDE NATION

We are so glad to have you be a part of our team and we are committed to your success!

As you begin to think about what it is you want for your future and how to achieve that, I hope you'll take the time to think about how BIG this adventure can be if you allow it. I know it's personally changed my life for the better through finances, travel, amazing memories, lifelong friendships and personal growth. I am nothing like the person I was when I first signed up to be a part of this business 10 years ago. I've grown and transformed and have been able to spread my wings in order to help others achieve success with their health, their appearance or their finances.

Begin to dream again and allow your Arbonne business to make a positive impact in your life.

I encourage you to stretch yourself and your vision of how you can truly change your life as you work through the next few pages in our Successful Start workbook. Make sure you connect with your sponsor and our Upline of supportive and inspiring leaders so you feel confident in building your business and promoting. Please remind your sponsor to add you to our Love, Grace, Gratitude Nation private Facebook group. In Arbonne, our philosophy is to operate as a team and treat everyone like family.

Welcome to our Arbonne Family! We're so glad to have you!

To your success,

Lisa Gill  
Executive Regional Vice President



# GETTING STARTED

THE FIRST STEPS TO STARTING YOUR ARBONNE BUSINESS STRONG

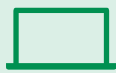
YOU ARE YOUR OWN BOSS. YOU SET YOUR GOALS BUT YOUR LEADERS ARE HERE TO HELP YOU AND MENTOR YOU!



Write a list of 100 people you know.



Put a star next to the top 10 people you'd LOVE to do this with.



Get on a Zoom with your top 10 with your Upline ASAP.



Follow on Instagram to learn how to brand & share.



Set up 1 in person launch and 1 online launch.



Post on social media about your excitement starting your Arbonne journey.



Open your own VIP Group in Facebook. Join all of the Facebook Groups suggested by your Upline.

# NEXT STEPS



## Get into Activity:

Social Media, Events, Launches, Video calls! Share the Arbonne Story with 40 people a month with your Upline leaders.

## Get Prepared:

Print the New Consultant Starter Kit. Start planning your goals & decide if you want to walk, jog or sprint in your business.



## Plug In - listen, learn, grow:

Listen to a training everyday. Mindset is everything in this business - be dedicated for the long haul & learn every day.



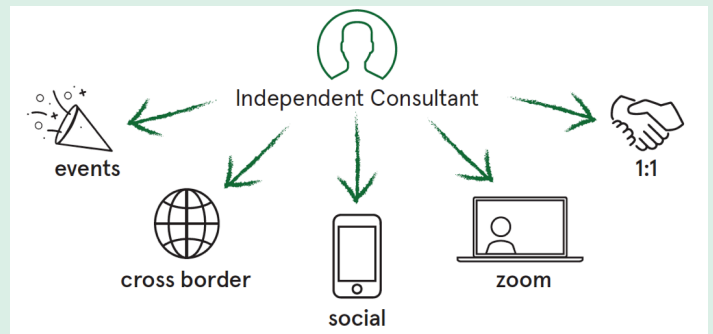
"When I Dreamt of Arbonne, I wanted it to be a place where people could flourish."

PETER MORCK | ARBONNE FOUNDER

# HOW IT WORKS

YOU GET TO CHOOSE HOW YOU REACH OUT TO YOUR NETWORK

CHOOSE A COMBINATION OF ALL REACH OUT METHODS OR FOCUS ON ONE! IN PERSON OR ONLINE OR BOTH - IT'S UP TO YOU!



## ONLINE

REACH OUT



ADD TO GROUP

Business - Arbonne Live  
Product - Arbonne Product Advantage



TAG/PREPARE

Tag in recording or prepare for upcoming event



FOLLOW-UP



SPONSOR / SELL

## IN PERSON

REACH OUT



PLACE SAMPLE



ADD TO GROUP

Product - Arbonne Product Advantage



TAG/PREPARE

Tag in sample instructions



FOLLOW-UP



BOOK EVENT OR 1:1  
Or  
SPONSOR / SELL



## LET'S TAKE FLIGHT

IT'S YOUR TIME TO SOAR

LET'S SET UP YOUR SHOP TO ENSURE YOUR SUCCESS IN YOUR BUSINESS.

✓ Order the following samples & business aids. It's a great idea to have sample kits ready to give to prospective clients & consultants containing both skin care & nutrition.

- 1 x 10 Pack RE9 Advanced samples
- 1 x 10 Pack Prepwork Samples
- 1 x 10 Pack Vanilla Protein Shake
- 1 x 10 Pack Chocolate Protein Shake
- 1 x Box Herbal Tea
- 1 x Box Fizz Sticks
- 1 x 10 Pack Catalogues
- 1 x 10 Pack Arbonne Opportunity Brochure
- 1 x 25 Pack Arbonne Sampling Bags

✓ Familiarise yourself with the Arbonne website.

✓ Work through the My Personal Strategy document with your Upline.

✓ Decide if you want to be a walker, jogger or runner:

Walker	30 Faces/Mth
Jogger	40 Faces/Mth
Runner	60 Faces/Mth

✓ Start your learning library of Books/Audio Books/ Podcasts on the industry and leadership (see attached suggested reading list).

✓ Follow arbonneaunz on Instagram and the following people to learn how to brand yourself and include Arbonne in that brand - victoriaamckew, kaybaykaku, art\_of\_healthy\_aging.

✓ Download the FREE App - Soundcloud and follow ENVP, Donna Johnson

✓ Download the FREE App - Zoom



## FACEBOOK

GROUPS & PAGES TO JOIN

LET'S HELP YOU FIGURE OUT WHERE YOU FIND WHAT!

### PERSONAL VIP GROUP

Open at the beginning of your business for your online launch.

Share Info/sales with your clients.

### ARBONNE LIVE

All About Business!

Where we hold 2 x Discover Arbonne calls/mth  
Share EOA stories

### ARBONNE PRODUCT ADVANTAGE

All About Products!

Where we hold monthly events about products.  
Wellness Wednesday!

### LOVE GRACE GRATITUDE NATION PAGE

Team information/updates/inspiration.

Where we welcome new Consultants.  
Recognition

### LOVE GRACE GRATITUDE TRAINING PAGE

Recordings from Wednesday night trainings.

### MASSIVE MOMENTUM BUILDERS

Our Upline ENVP Linda Loveless Nation Page

### MONTHLY 30 DAYS TO HEALTHY LIVING GROUPS

New group opens each month.

Community for sharing all information for the current group.





# HELP 8, TEACH 3

HOW TO SERVE AND DUPLICATE  
YOUR WAY TO THE TOP

HELP 8 PEOPLE A MONTH TRANSFORM WITH OUR MIND BODY  
SKIN REVOLUTION (SKIN CARE OR NUTRITION SETS) AND  
TEACH 3 PEOPLE TO DO THE SAME

### Promotions:

- Help 8 & Teach 2 = District Manager Promotion
- Help 8 & Teach 3 = Area Manager Qualification & District Manager Promotion

### Promotion Numbers:

- DM Qualification = 1000 PQV or 2500 QV
- DM Promotion = 6000 QV over 1 or 2 Mths or 7500 QV over 3 Mths

- AM Qualification = 10000 QV
- AM Promotion = 24000 QV over 2 mths or 30000 QV over 3 mths

### NEW PREFERRED CLIENTS

1. \_\_\_\_\_ QV    5. \_\_\_\_\_ QV
2. \_\_\_\_\_ QV    6. \_\_\_\_\_ QV
3. \_\_\_\_\_ QV    7. \_\_\_\_\_ QV
4. \_\_\_\_\_ QV    8. \_\_\_\_\_ QV

### NEW BUSINESS PARTNERS



#### BUSINESS PARTNER 1

HELP 1 2 3 4 5 6 7 8

FIND 1 2 3



#### BUSINESS PARTNER 2

HELP 1 2 3 4 5 6 7 8

FIND 1 2 3



#### BUSINESS PARTNER 3

HELP 1 2 3 4 5 6 7 8

FIND 1 2 3

# 40 FACES

USE THIS SHEET EVERY MONTH TO  
MEASURE IF YOU ARE SHARING THE GIFT  
WITH ENOUGH PEOPLE!

ARBONNE IS A GIFT YOU GIVE AWAY



# 100 NAMES LIST

1		26	
2		27	
3		28	
4		29	
5		30	
6		31	
7		32	
8		33	
9		34	
10		35	
11		36	
12		37	
13		38	
14		39	
15		40	
16		41	
17		42	
18		43	
19		44	
20		45	
21		46	
22		47	
23		48	
24		49	
25		50	

# 100 NAMES LIST

51		76	
52		77	
53		78	
54		79	
55		80	
56		81	
57		82	
58		83	
59		84	
60		85	
61		86	
62		87	
63		88	
64		89	
65		90	
66		91	
67		92	
68		93	
69		94	
70		95	
71		96	
72		97	
73		98	
74		99	
75		100	

# PERSONAL STRATEGY

## TAKING FLIGHT TO GAIN MOMENTUM QUICKLY

(To be completed with your sponsor before your launch.)

Name: \_\_\_\_\_

Date: \_\_\_\_\_

## PERSONALISE YOUR BUSINESS PLAN

### WHAT ARE YOUR DREAMS, DESIRES & DISCONTENTS?

Where do you see yourself? (Do you want the Mercedes Benz & the income that comes with it?)

---

What would you like to earn per month?

---

When would you like to achieve that?

---

What's your why? How will your life be impacted when you have time and financial freedom?

---

## FAST TRACK TO DISTRICT

### WHY PROMOTE?

- 8% Override
- \$250 Cash Bonus
- Promotion and Bonus Boosters
- Attract more business partners
- Help others promote to District, Area & VP levels.

### WHAT DO I NEED TO DO TO PROMOTE?

- 6000QV in total over 1 or 2 months or 7,500QV in total over 3 months.
- 1000QV must be personal QV (PQV) from PC, Personal and Retail orders).

### HOW CAN I PROMOTE?

- Schedule your Dream Team Meeting, your 2 launches and then start reaching out to your 100 name list with your Upline.
- Together we will find 3 people to join your team and find 8 people to either purchase a skincare or nutrition set from the activity above.
- Then teach your 3 team members to also sell 8 sets.
- This activity
- Continue to do this consistently each month.

Date: \_\_\_\_\_

## DAILY METHOD FOR SUCCESS

✓ **20 minutes of personal development** (reading or audio)

✓ **Gratitude List - What are the 5 things you are grateful for?**   
1. \_\_\_\_\_ 2. \_\_\_\_\_  
3. \_\_\_\_\_ 4. \_\_\_\_\_  
5. \_\_\_\_\_

✓ **3 New Asks** (Business, Group Presentations, Sample/Bag Drops)     
1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_

✓ **3 Follow-ups to previous Asks**     
1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_

✓ **3 Client/PC Follow-ups** (service, renewals, pc rewards, care calls)     
1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_

✓ **3 Team Member Connections** (If you don't yet have a team you will!)

✓ **3 Relationship Building Actions** (reach out to past contacts, comment or private message on social media, create connections)

✓ **Social Media Post**

✓ **Review your goals**

✓ **Plan your to 3 priorities for the next day**

### How to Track Activity

New Ask Made     Response Received     Appt Booked