

# HOW TO CREATE AN AUTHENTIC "ASK"

## USING THE FELT-FOUND-IF-WOULD YOU FORMULA

### Here's how you do it:

1. **Felt:** Start by talking about a problem that's common and emotional, preferably something you have personal or close to personal experience with. Let's say I was to address an overwhelmed parent. I might say, ***"I totally understand how exhausting it can be to juggle work and family, and still try to stay healthy. It's tough, right?"*** This way, you're connecting right off the bat because they feel what you're saying.
2. **Found:** Then, move on to your own story. ***"You know, I was right there with you. Then I found this one supplement through Arbonne that changed everything for me."*** Share a bit about your journey, how you found a solution, and the positive impact it had. ***"it's a 3 in one product so I don't need to do a bunch of things to get the results I want, and since I started drinking it once a day, I feel less bloated, more energetic, and my skin even looks brighter"***
3. **If I:** Now, pivot to how this could help them. ***"If I could show you how this one product might help you feel more energized and balanced, just like it did for me..."***
4. **Would You:** And finally, ask them to take a simple step. ***"Would you try a sample and read some reviews about it?"*** This part is about getting them to act, to try something new.

# CREATE YOUR OWN AUTHENTIC ASK

Create an authentic “ask following the “Felt-Found-If I-Would You” formula:

1. **Felt:** Start by talking about a problem that's common and emotional to create common ground:

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2. **Found:** What was the solution and how did it work for you?

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3. **If I:** How can you help them the same way?

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4. **Would You:** Ask them to take a simple step:

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## Examples:

- 1. "I help people achieve healthier, more radiant skin and a confident outlook through Arbonne's natural skincare solutions."*
- 2. "I empower entrepreneurs to build their own successful businesses and achieve their financial goals with Arbonne's unique business model."*

Time yourself, record and listen back. Practice builds confidence!