

Getting Started Phase 3

You're getting consistent. Now what?

01 Set Up Your Business

- Set up PurePay.
- Personalize your arbonne.com website
- Set up and begin using a tracking system for initial asks and follow up service. Examples: 90 Day Journal, spreadsheet, Arbonne App, use your calendar, etc.
- In the Arbonne App, complete Strong Start course "Earning and Growing"

02 Create Goals, Vision, Pace and Brand

- Keep your vision and goals in front of you. Choose 1-2 ways to create and solidify a mindset of abundance and success: affirmations, vision board, phone wallpaper, wall of sticky notes, etc.
- Further develop your personal branding. It will help you keep your passion for what you're sharing. For training and tips go to Getting Started 3 in NVPCollab.com.
- Test out the pace you chose in Getting Started, Phase 1. Reflect and adapt as needed by tracking your activity and crosschecking results to your goals. For training and tips go to Getting Started 3 in NVPCollab.com.

03 WHO and HOW You're Serving

- Revisit and add to your circle of influence. Choose 1-3 ways to add to your contact list each month. Reaching beyond people you already know is a key skill. For training and tips, go to Getting Started 3 in NVPCollab.com.
- Align your activity with your personal values and passions (brand). For training and tips go to Getting Started 3 in NVPCollab.com.



04 Continuing Your Activity

- PLAN:** Choose 1-3 activities to focus on each month that align with your goals, pace, lifestyle and audience. Over time, the most successful consultant will master multiple types of activity to help keep a full calendar and tell the Arbonne story. For now, focus on testing out 1-3 activities for 30-90 days and monitor progress.
- DO:** Continue to fill your calendar with different activities to tell the Arbonne story (FB events, social posts with follow up conversations, in person events, sample drop, text parties, one on ones, 3rd party calls, etc.). Everything we do requires an ask. It's a crucial skill to develop. It's best to make direct, individual reach outs to people in your contact list. We have a proven system to create a simple, effective ask in 4-6 sentences and a video to help guide you at NVPCollab.com in Getting Started Phase 3.
- REVIEW + ADJUST:** Track your activity. Is what you're doing working or not working. If so, continue. If not, adjust. Work with your mentor(s) as you review to decide on a best course of action. You will likely need to test out another 1-3 types of activity until you find those that support you to...
 1. Work your business into your current lifestyle
 2. Find others' needs and help them reach their goals (health, financial, time, etc.)
 3. Expand your contact list/sphere of influence
 4. Support your current goals: increasing your income, building your team, etc.
- REPEAT:** Continue the above process monthly.

Have FUN with your business. You'll attract more people when you love what you do.

Print your Certificate of Completion.

MIND YOUR MIND: Now it's time to ensure you're engaging in personal growth and skill development.

Our top 5 recommendations are to plug into the following:

1. Your team's trainings
2. Go for Gold (FB Group)
3. Personal Development Books + Podcasts
4. Local Events
5. Arbonne's Global Training Conference