

Getting Started Strategy Session

You said YES! Now what?

01 Set Up Your Business

- Sign up as an Independent Consultant
- Purchase your Products
(Nutrition Set, Skin Care Set or both)
- Download the Arbonne app and complete Strong Start courses "Welcome to Arbonne" and "Get Connected" and complete the Arbonne App Tutorial.

02 Create Goals, Vision & Pace

- What's Your WHY?
 - List 8-10 things you desire/need/want.
Who or what would be impacted when you have it?
- When do you need it? Personalize your Pace:
 - Walk (1-3 hours/week)
 - Jog (4-9 hours/week)
 - Run (10+ hours/week)

03 Brainstorm WHO You Can Help and HOW

- What excites you most about being a part of Arbonne?
- List the people you're excited to share with from your **Contacts**. Start with 10 people and move to inviting. Continue to add names and keep inviting.

04 Personalize Your Initial Activity

- Set your launch dates and methods
(in Person, on Zoom, on Social, etc.)
- Begin reaching out to those in your sphere of influence
 - Invite them to your launch
 - If they can't attend, ask them on a 3-Way Call so you can practice with them


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MIND YOUR MIND

The #1 reason people fail (quit) in this business is because of mismanaged expectations. Here are a few "expectation inoculations":

You will hear "no" or "no thank you" often, but it usually just means "not right now" or "I don't know enough." Like any business, you will have ups and downs.

Your success or failure is up to you; Compare yourself only to the person you were yesterday.

Any business that grows and lasts, takes time. Your choices in that time define your success.

Develop rock-solid belief: the more people you share Arbonne with, the more you will "sharpen your saw."

This business works when you do. Treat it like a business, not like a hobby. Stay consistent with your conversations with people.

Be coachable, hungry to learn, and connected to your mentors and team.

Reach out to your upline often.

They will know you are in activity when you are in regular contact and need their assistance. This is a great thing!

Read personal growth & practice affirmations daily.

REMEMBER WHY YOU STARTED THIS... YOU CAN ACHIEVE IT!

3-way call

Can't attend? No problem!
Let's grab coffee or hop on Zoom!

“ **No worries!**
It is a super busy season.

I know _____
(you are passionate about/a fan
of/working on _____).

I believe you're going to be
intrigued by _____.

I'm excited/nervous to connect
and share a bit. Let's meet for
coffee or hop on Zoom one day
next week.

Would _____ morning or _____ work
better for you? ”

Let's Start Inviting!

The number one reason people won't join is they were never asked.

Q- What is the most important thing you do in your business that makes the biggest difference?

A- Invite people to take a look

Note: you can control how many you invite, but not who accepts, who shows up, and who says yes. The great news is the more you invite, the more will accept, show up and say YES!

Tips for Inviting!

be
your
self

Be authentic, direct and enthusiastic

- Why you are excited
- Why you thought of them
- It would mean a lot

Sample Inviting Verbiage

“ Hi Kelly. I'm super excited to invite you to something I think you'll find a ton of value in!

I've just become a consultant with Arbonne. It's THE MOST amazing company with clean vegan skincare, nutrition and personal products for the family. It would mean a lot if you joined me (on a zoom/at my house) to learn a little more. It's only about 30/60 minutes.

Does Tuesday at 7 work for you? ”

TIP: Pick the top two you want to attend and add, “you're one of the top people I want to share this with, so before I confirm the date, does Tuesday or Thursday at 7PM work for you?”

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Sphere of Influence/Contacts

Sphere of Influence

- Friends (current / childhood)
- Relatives
- Acquaintances
- Place of Worship
- Neighbors (current / previous)
- Cell Phone
- Kids (parents, sports, activities, PTA)
- Facebook / IG
- Work (present / past)
- Charities / Volunteer
- Gym
- High School / College
- Groups / Organizations

Label each of the 10 spokes below with a sphere of influence from the list on the left (or create your own).

Then, list 5 people on the lines provided who come to mind for each category.

Congratulations! You now have 50 people to start connecting with.

The diagram consists of a central dark green circle containing the word "YOU" in white, bold, uppercase letters. Ten light orange, elongated, pointed shapes radiate from the circle, representing spokes. One of these spokes, on the left side, is labeled "Friends" in a light grey font. Surrounding the diagram are horizontal lines for labeling and listing names. There are five lines on each of the four sides (top, bottom, left, right) of the diagram, for a total of 20 lines. The lines are arranged in a grid-like pattern around the central diagram.

My Reason WHY

As an Arbonne Entrepreneur, you create your own business plan based on your dreams, desires and discontents.

TAKE THE LIMITS OFF:
What are YOUR dreams, desires and discontents?

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