

Operation NEW BUSINESS BUILDER

How to Execute a One-on-One

One-on-One How-To's

*Schedule One-on-One coffee/tea apt with your prospective new Consultant/Business Builder for no more than 45 minutes. (Until you're an Executive District Manager, try to include your upline for 3rd party validation if he/she is available.)

*Follow Up the day before to confirm the appointment.

*Arrive 10 minutes early/grab a few comfy seats and be ready to grab a coffee for your prospect.

*When they arrive: Purchase coffees/tea, Get settled and GET GOING as quickly as possible!!!

*START WITH ASKING THESE QUESTIONS/THEN LISTEN---

1. How are you today? Thank you for meeting with me.

2. When sharing with people I love to see what matters most to them so if suddenly you had all the money and time in the world, what would you do with your life? (You may have to help prompt them...travel, help your parents, pay off debt, college, buy a house, charity...?)

3. And how quickly will you be able to get to those things? If I could show you a way that you could get there at a much quicker rate, would you want to hear how?

*Share a BRIEF WHY about you/your Arbonne business.

4. Now I would like to share with you more about the company and what we have to offer? Is that ok with you?

*Go over WHY ARBONNE SHEET

*Share that we are vegan, non GMO, certified gluten free, free of harmful/toxic ingredients.

We are just like Wholefoods and Amazon married each other. Healthy, clean products to your door.

*Share what is a rendering factory

*Share what is mineral oil

5. Do you see how this is important information that people should and would want to know about?

6. On a scale of 1-10, 10 being you are so excited and ready to go – and - 1 being you're not interested at all. Where would you say you are?

- 9/10- Get them signed up!!! Schedule dates on calendar within 7 Days of the YES! 2 Launch Events, Dream Team event, 25 Jump Hour - then and start going over the 6 Steps to Getting Started.
- 6/8- Ask them "What would it take to make you more of a 10?" Help with any questions they have.
- 3/5- Ask them to host or join our next 30 Day Challenge
- 1/2- Ask for a referral

7. Finish by asking if they have any questions, and answer them.