

# ARBONNE ACTION PLAN

A FOUNDATION TO BUILDING YOUR BUSINESS

## DEFINE YOUR WHY

- What is my dream?
- If time & money were not an issue, what would I be doing?
- What does my family want that we don't have?
- How much money do I want to make?
- What will I do with the extra income?
- What will I do with more time?
- Would I like to work from home so I can be with my kids?
- How much debt do I need to get out of?

Be specific. What will motivate me the most to start and grow my business?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_



LIFESTYLE INTELLIGENCE

# MY THREE MINUTE STORY

My past life before I joined Arbonne:

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How I was introduced to Arbonne:

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My hesitations and my turning point:

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What I love most now, and the reason I'm excited for the future is:

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# 100 PEOPLE LIST

Write down everyone you know: family, friends, neighbors, friends in other countries. Even if you think they might not be interested in Arbonne, you will be amazed at how many people you know! These people are going to be who get you started!

Continue to add to this list as you meet new people.

This step is so important for creating success with Arbonne.


1. _____	26. _____	51. _____	76. _____
2. _____	27. _____	52. _____	77. _____
3. _____	28. _____	53. _____	78. _____
4. _____	29. _____	54. _____	79. _____
5. _____	30. _____	55. _____	80. _____
6. _____	31. _____	56. _____	81. _____
7. _____	32. _____	57. _____	82. _____
8. _____	33. _____	58. _____	83. _____
9. _____	34. _____	59. _____	84. _____
10. _____	35. _____	60. _____	85. _____
11. _____	36. _____	61. _____	86. _____
12. _____	37. _____	62. _____	87. _____
13. _____	38. _____	63. _____	88. _____
14. _____	39. _____	64. _____	89. _____
15. _____	40. _____	65. _____	90. _____
16. _____	41. _____	66. _____	91. _____
17. _____	42. _____	67. _____	92. _____
18. _____	43. _____	68. _____	93. _____
19. _____	44. _____	69. _____	94. _____
20. _____	45. _____	70. _____	95. _____
21. _____	46. _____	71. _____	96. _____
22. _____	47. _____	72. _____	97. _____
23. _____	48. _____	73. _____	98. _____
24. _____	49. _____	74. _____	99. _____
25. _____	50. _____	75. _____	100. _____

## MEMORY JOGGER:

- Accountant - Aesthetician - Architect - Attorney - Babysitter - Baker - Banker - Bridesmaids - Chiropractor - Church - Cousins - Dentist - Financial Planner - Gym - Hairstylists - Insurance Agent - Interior Decorator - Military - Nail Technician - Nurse - Nutritionist - Physical Therapist - Psychologist - Real Estate Agent - School - Sorority - Trainer - Wedding Planner

# DREAM TEAM

## Start Smart – Build your DREAM TEAM immediately!

Use the questions below and go through your contact list. Place a  by their name every time it describes them. Start contacting the people with 4-5 stars FIRST! They are your Dream Team!

1. Who do you want to work/spend time with?
2. Who on your list is already **SUCCESSFUL** at what they do? Hardworking, driven & ambitious?
3. Who is a person of **INFLUENCE**? Not because of their title, but because of who they are and how they treat people. People flock to them because they light up the room. Put 2 stars by their name, if they have these qualities, others will follow them.
4. Who has said to you "**I NEED ARBONNE**"? Or more like, "Life is hard, I wish I had extra income", or "I wish I could take a vacation" etc.? Arbonne can be their answer!
5. Who has the money to get started with their products?

Showcase Arbonne in your home and build your belief in the products!

# SCHEDULE ACTIVITY

## Start Smart – Fill your calendar ASAP!

Activity is the lifeblood of our business and the key to building momentum. Utilize the contact list to get your activity started.

- Print out the Tracking for Success document. This is your monthly – weekly – daily guide!
- Start scheduling presentations & 1:1's over the next 36-72 hours using the Funnel Method.
- Our goal is to get in front of 40 faces & share Arbonne with them. 8-10 group events = 40 faces and will help you meet your monthly business goals successfully!
- Booking Verbiage is at the end of the document & on NVP website.

\$2500 PQV, Sell 8 ASVPs,  
Sponsor 1-2 business builders!

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY

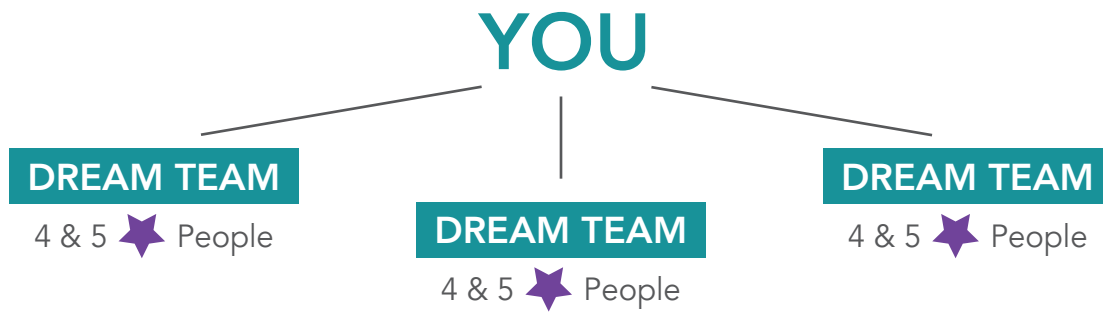
# SET GOALS

THE **GOOD**: \$2500 QV (inc. 1000 PQV) in start month – First step District Manager

THE **GREAT**: \$6000 QV in start month – Hello District Manager & **PAY RAISE!**

THE **AWESOME**: \$ 10000 PQV in start month – First Step Area Manager & hello second PAY RAISE

It takes time to build a dream – Everyone needs a team!



## Goal Setting

Promote to DM: \_\_\_\_\_

Promote to AM: \_\_\_\_\_

Promote to RVP: \_\_\_\_\_

Promote to NVP: \_\_\_\_\_

### SUCCESS TIP:

Once you have your DREAM TEAM,  
help your team find their DREAM TEAM!

# READ BOOKS

Personal Development – Listen online at Arbonne.com or register for Learn & Burn

**Network Marketing:** "GO PRO" by Eric Worre; "Dare to Dream & Work to Win" by Dr. Tom Barrett; "Success Happens in Network Marketing, Let It Happen for You" by Dr. Tom Barrett.

**Personal Development:** Any book by John C Maxwell; any book by Jon Gordon; "Lead Without a Title" by Robin Sharma.

**Dream Big:** "The Dream Giver" by Bruce Wilkinson.

**Face Your Fears:** "Feel the Fear & Do It Anyway" by Susan Jeffers.

# GETTING STARTED CHECKLIST

## 1. Complete Your Action Plan

- Sign-up
- Listen to the "Getting Started" call on the training website
- Order Getting Started Consultant Packages as budget allows!

### Option One

All ASVP's!  
Re9 Advanced Anti-Aging  
Genius Ultra Device  
Arbonne Makeup

### Option Two

Arbonne Nutrition  
Re9 Advanced Anti-Aging  
Genius Ultra Device

### Option Three

Pick your favourite to  
get started with Arbonne  
Nutrition or Re9  
Advanced Anti-Aging!

## 2. Determine & write down 8-10 reasons WHY you need this business!

## 3. Complete your 100 person contact list!

## 4. Start building your Dream Team

## 5. Book activity using the Funnel Method & your 100 person contact list!

## 6. Get connected and start to learn about the industry of network marketing!

- Participate in weekly Zoom Calls
- Ask to be added to FB group
- Start reading books about our industry & learning
- Make sure you know when all the local meetings are
- NVP website: \_\_\_\_\_

## SUCCESS TIP:

"Goals that are not written down are just wishes"

# BOOK EVENTS

Event Booking Verbiage – It is crucial to always have a full calendar! Here is a guideline for initial conversations when you discuss Arbonne.

- **WHY:** Let people know you are SERIOUS, this isn't a hobby. Share with them your WHY!
- **EXCITED:** Be sure to be GENUINELY excited when you share this company, keep it personal!
- **REWARD:** Share with people the amazing gifts they can receive by hosting an event!
- **SHARE:** Why you are excited for this opportunity, why you decided to jump in & what you have accomplished!
- **TIME FRAME:** Give them a few dates to choose from your calendar that work for you!

**SUCCESS TIP:** Use the Funnel Method to ask // Start BIG, end SMALL  
(save these to your notes so you can quickly copy & paste your custom responses based on who you are talking to)

## FIRST GOAL: DREAM TEAM // BUSINESS OPPORTUNITY ASK

I wanted to reach out to you as I recently started my own health and wellness business with Arbonne International. We offer amazing, plant-based nutrition & beauty products. I'm really excited about the opportunity because \_\_\_\_\_

*(share your BIG "why", this will help others take you seriously and want to help support you)*

I don't know if it would be a fit for you too, but I thought of you because \_\_\_\_\_

*(compliment them by saying a few sincere things that fit them. For example: "You're very successful and really good at what you do." -or- "You have such a great heart and seem to enjoy helping others").*

I'd like to share Arbonne with you and tell you more about what I do. If it ends up not being a fit for you, no worries! But, I would love to share it with you because I think you'd be great and I would love to work with you!

Would you be willing to take a look at this opportunity (over a cup of coffee, dream team discover, etc.) on \_\_\_\_\_ to check it out and let me know what you think?

*If they say YES then confirm & set the date!*

*If they say NO then move to the Second Goal.*

## SECOND GOAL: BOOK A GROUP EVENT

That's ok, I understand! I would love to share the products with you to see how they can help you! One of the things I do are product samplings, where you get a few friends together to try them out by doing a ... (healthy happy hour/foot-spa/facial). I will help you and your friends earn free products and discounts if you decided you want anything! Could I share a couple dates I have available for one and see if it might work for you too?

*If they say YES ...*

Great, it will be a blast, I truly believe you are going to love these products! I have \_\_\_\_\_ or \_\_\_\_\_ free next week, do either of these work for you?

*after you set the date:*

I will make an invite image for you to message and share with your friends letting them know to save the date! (use Canva or Photofy)

*If they say NO move to your Third Goal.*

## THIRD GOAL: INVITE TO LAUNCH OR ONE-ON-ONE

That's ok, I totally understand! I'm actually hosting my own product sampling on \_\_\_\_\_!  
I know you'll love the products and I would love for you to come try them out and see more about Arbonne and what I am doing. Can you come?

***If they say YES ...***

Great! I'll send you a reminder a few days before. Feel free to bring a friend with you too.

***OR...***

One-on-One

That's ok, I totally understand! I would love to share Arbonne with you! Could you grab a coffee or meet for 30 minutes just to take a look and see what you think?

***If they say YES ...***

Which day works best for you, \_\_\_\_\_ or \_\_\_\_\_ ?

## THIRD GOAL: SWING BY TO SHARE PRODUCTS

Setting up swing-by:

*Hey \_\_\_\_\_! I would love to swing by and let you experience Arbonne with "a fun facial pampering" or "delicious nutrition samples!" Are you free on \_\_\_\_\_ or \_\_\_\_\_ of this week?*

Day before swing-by:

*Hey \_\_\_\_\_! I'm super excited to spend time with you tomorrow! I wanted to let you know that I am packing enough products to share with four or more, so if you want to invite anyone feel free. It won't put me out, it's my gift to you! Can't wait, see you tomorrow at 4pm!*

***If they say YES then confirm & set the date!***

***If they say NO move to your Fourth Goal.***

## FOURTH GOAL: PRODUCT SAMPLES

***If you have samples...***

I have some amazing samples of our products... Your feedback would be so helpful & valuable to me. Could I drop them off (stick in the mail) for you to try? I'll follow up with you in a few days and you can let me know what you think. Thank you!

***If you do not have samples move to Fifth Goal.***

## FIFTH GOAL: REFERRAL

Thank you so much for your time. I am so excited to help others with this... do you know anyone that could really use some help with their finances, time or health?

***OR...***

Thank you so much for your time. I am so excited to help others with this... if you think of someone later on, please let me know. I would love to gift you for the referral!



LIFESTYLE INTELLIGENCE