**ASKING PEOPLE TO COME TO YOUR LAUNCH WORKSHOPS:**

1) the first thing you'll do is send an email to EVERYONE that you want to

come - it can be as simple as:

Hi friends,

I wanted to invite you to a little get together that I'm having.

Some of you know [describe where you are in life right now

]... Well – [and now share your why], so I've started my own business with Arbonne International - an

incredible, botanical, vegan skin care & wellness company that is in line with

[share why you feel it’s in line with you]... AND I want to get the word out by offering you guys some anti-aging vegan facials (that are worth $150 at a spa!).

Come over on either:

Sunday the 14th at 2pm,

Wednesday the 17th at 7pm

or Saturday the 20th at 2pm (let me know which one you're coming to) and I will tell you all about my new company AND you'll get a facial... AND if you want anything, I'll show you the best way to get a great deal (because friends don't let friends shop retail).

I only have room for 6 guests each night - so RSVP early and let me know if you're bringing a friend.

This is how I'm launching my business and it would mean so much to me if you were there!

yours,

NAME

2) Then, you are going to call EVERY person that you sent that email to andfollow this script (bold is what you say):

Hi \_NAME\_

(wait for them to say "yes?")

It's [my name] calling.

(wait for them to say "yes?")

do you have a quick minute?

(if they say no, ask if an hour from now would be better, if they say yes, continue)

Did you get my email invitation?

(yes/no)

Well, like I said, I could really use your help to {fire my boss/start a new

school/quit my job so I can be an actor/whatever your why is

**}. I'm starting a**

**home-based business with Arbonne - we make the best vegan anti-aging &**

**wellness products on the market... have you heard of it?**

(yes/no)

**Well, I love the products and as part of my training, I'm having an at home**

**facial for me and 6 guests - can you make it on Sunday the 14th at 2?**

(yes/no)

if no:

**How about the evening of the 17th at 7pm?**

(yes/no)

if no:

**How about Saturday the 20th at 2pm?**

(yes/no)

\*\* if they waffle - ask them to let you know because you only have room for 6 and

you've already had 4 gals confirm and you wouldn't want to give a spot away...

\*\* if they say they need to check their calendar – tell them, you’ll hold while they

get it.

\*\* if they can't make ANY of them:

**Oh... what a shame. It's going to be so fun. Well, the other part of my**

**training is that I need to have 3 more workshops scheduled with outside**

**hosts... Because you are so much fun, I wanted you to be one of my hosts.**

**In exchange for your help, you will be able to earn up to 80% off on your**

**shopping spree and some free products. It just needs to be you and 3 or 4**

**friends - can I count on you to help me?**

(yes/no)

if Yes:

**Great - do you prefer a weekend or a weeknight?**

(when you are booking, they might want to ask their friends what date works - tell

them "I bet if you ask your friends, they'll all say that they are too busy... but if

you send them an evite and tell them to come over for a facial and wine, they'll be there in a heartbeat... let's just pick the date that works for you & me... and

then we can worry about getting your friends there... do you prefer a weeknight or a weekend?)

If no:

**I totally understand, I'd still love to have you try the products - can I**

**drop by sometime this week to let you try them?**

school/quit my job so I can be an actor/whatever your why is

}. I'm starting a home-based business with Arbonne - we make the best vegan anti-aging &

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