

# Trifecta Setup -

At the kitchen table place 3 STACKS to work through with each guest at the party.

Your 3 stacks look like this:

**SALES STACK:** order forms, applications, calculator for orders to be placed

**PROSPECTING STACK:** this has your prospecting packets you will hand to them and ask them “will you be willing to hear more about Arbonne”, then, give them the packet and book them for a coffee date in a few days!

**PARTY BOOKING STACK:** This stack has your open date calendar ---where you will ask every person one on one to do a get together with a few of their friends.

And, AGAIN IF YOU DO ALL 3 OF THESE GOALS of a PARTY ---YOU HAVE A TRIFECTA PARTY! You are mastering the PARTY!



Trifecta training call available at <http://www.kimhaler.com/callpartyseries.html>  
then select **Week 6: ENVP Tammy Clinton - Trifecta Parties**

## Trifecta Verbiage -..

Who ever is ready first, I am ready to treat you to a color match of Arbonne's Natural Botox foundation that contains marine lavender. I'm so excited about you using this! Its your lucky DAY!

*(you can use Rosey Beige (for pink undertones), Neutral Beige (yellow undertones and, Honey Beige (regular undertones). Then I do one color on one side, and, one color on the other side.....let them pick.*

I think you may be either \_\_\_\_\_ or \_\_\_\_\_, you may not think it is the right color at first but let it just melt into your skin....it self adjust to your skin type. It's amazing...

### **SALES STACK**

(1) Which one do you like? Great! Do you know what kind of things you would like? Can I go ahead and start helping you with your order?

**PARTY BOOKING STACK** *(make sure you have talked throughout party about other types of parties they can book...this is on the presentation cards)*

(2) So \_\_\_\_\_, Do you remember me talking to you about the nutrition tasting events, spa nights and Hollywood makeovers with your 3 or 4 of your friends? Which one did you want? *(while handing the open calendar clipboard – not your calendar, this is overwhelming. You can get the OPEN DATE CALENDAR on [kimhaller.myarbonne.com](http://kimhaller.myarbonne.com) – consultant resources, print the open date document ---use a fun clipboard)*

### **PROSPECTING STACK**

(3) \_\_\_\_\_, I have a gift for you. Would you be willing to hear a little more about Arbonne's income? *(hold onto the package until she says yes. Don't give it to her if she says no. – This can be as simple as the Arbonne Opportunity Brochure wrapped in a ribbon)*

Well Great!! Take this home and look it over. Are you available tomorrow at say 2pm for coffee? *(you need to have your coffee dates in your head so you can make the coffee look informal)*

*At the end of the party later that evening, text the Coffee Date girl...telling her how nice it was to meet her, and, how excited you are to get to have coffee with her the next day! This will help keep the coffee dates.*

# Coffee Date Verbiage --

How to do your COFFEE DATE! Recommended you take your AM and/or VP with you!

## (Coffee Date) – Casual

Napkin approach – start with nice to have met you and get to know them.

So I gave you that gift to look over – did you have a chance to look at it?

Did you have any questions? So can I just share it with you a little bit? (*grab a napkin*)

I'm gonna show you the 4 levels of income. (*you are writing this out on the napkin*)

DM - \$230 to \$1400 / Mo.

AM - \$1400 to \$4500 / Mo. (willable)

RVP - \$4500 to \$10,000 / Mo. (company car)

NVP – Ave. \$23,000 / Mo.

So, \_\_\_\_\_ if you were to do Arbonne what kind of income need would you have? Which one? (circle it)

Well \_\_\_\_\_ as you know there are 30 days in a month. To make that kind of income, how many days a month would you be willing to do Arbonne? (*Most people will say 15 to 20 days*)

Let me share how many days you need... (*Flip napkin over*)

Write: “8 Days”

\_\_\_\_\_, our recipe for success in Arbonne is 2 parties per week. That’s 8 per month.

What are you thinking? (*PAUSE, Let them answer*)

Are you interested in learning how to get started?

Getting started is simple! It’s 3 steps: Sign up, Get your products (RSVP), and, book 2 back to back launch parties!

*(YOU need to book these launch parties within 3-4 days of your meeting – do it fast, and, make it look like nothing formal....tell her she just needs 3 or 4 girls at her parties, so all she needs to do is focus on inviting them over – you will do the rest....WORK YOUR PROSPECTS with URGENCY and swiftly move them while they are EXCITED!)*