

PREPARATION FOR BUSINESS PLAN DEVELOPMENT

Consultant Name: _____

How to Use this Plan

Step 1: Gather the materials you'll need for the meeting with your Sponsor


- Your 100 Person List (see page 2-3)
- Why (see page 3)
- Your Mission/Commitment (see page 4)
- Your Organization - A drawing of your organization structure (who is signed up under whom – see sample on page 5)
- A list of your existing Retail Clients (export from Webstats online - Excel)
- A list of your existing Preferred Clients (export from Webstats online - Excel)

Step 2: Decide when you want to promote and what volume you need

Step 3: Meet with your sponsor. During this meeting, you will:

- Blue sky a plan for all of your directs to promote up one level (or to bonus at their current level)
- Complete the attached Business Plan and Central Districts Worksheets

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100 PERSON FOLLOWUP CHECKLIST

**100 person List
with phone #s**

Invited
&
Attended
Launch

Have given
Gold Bag
to try

Have asked to
come to
Opportunity 'DA'
Meeting

Have asked to
'Host'
Gathering/
Party

Have asked for
names of 3 or 4
people
Referrals

PRINT OUT ONE SHEET FOR EACH BUILDER ON YOUR TEAM, INCLUDING YOU.

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PREPARATION FOR BUSINESS PLAN DEVELOPMENT

Consultant Name: _____

My Why:

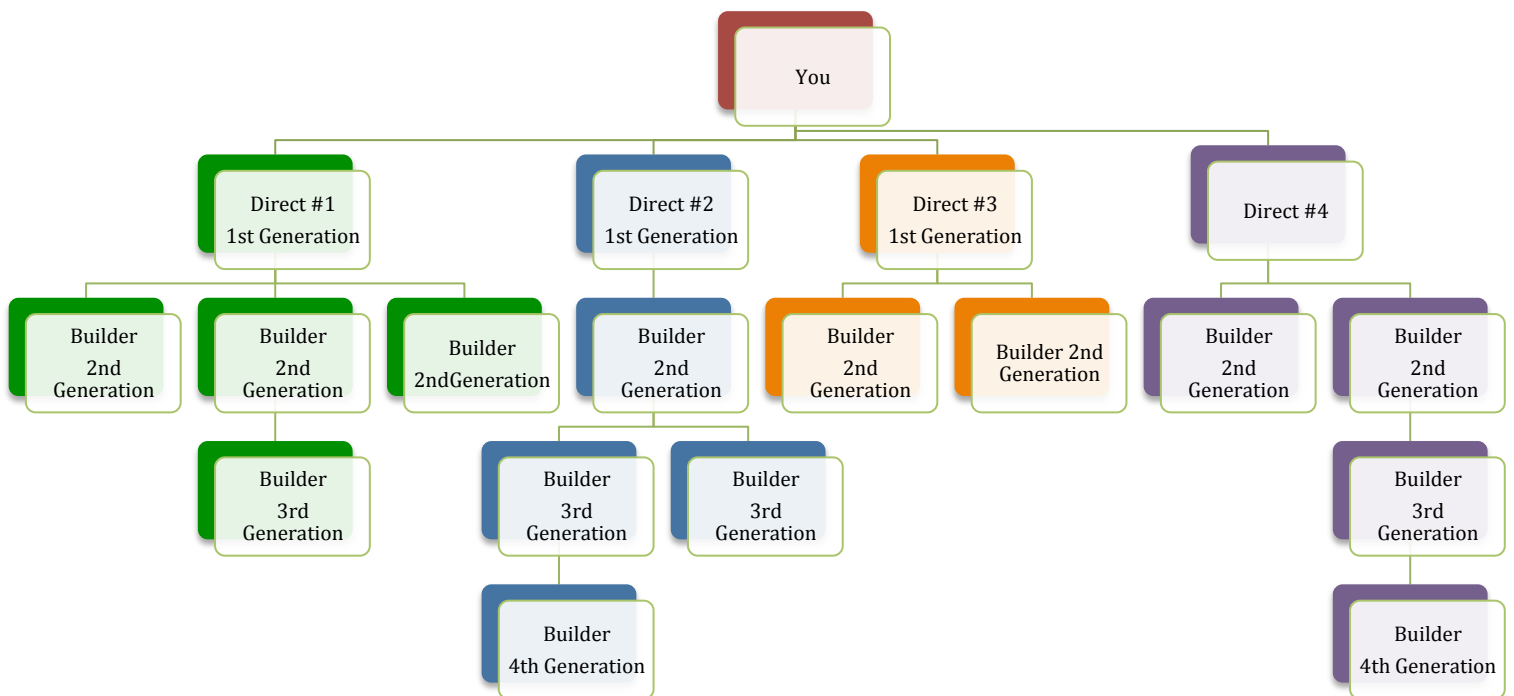
My Mission/Commitment:

Eg., "I commit to working my Arbonne business 10 to 20 hours every week until I'm earning \$30,000+ per month."

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This is just a sample of an organization. Everyone's organization will look different – you may have some legs that are a couple people wide or 10 (or more) wide. All that's important is that you draw out who is signed up under whom of everyone in your organization.

Take a separate piece of paper and draw out your organization.



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BUSINESS PLAN – 3 MONTH PROMOTION PLAN SUMMARY

Consultant Name			
CURRENT Management Level			
NEXT Management Level			
Date of Promotion			
Total Volume Required		Safety Volume (higher volume than requirements)	
Volume from Central District (Fill in totals AFTER doing worksheets)	NEW ORDERS MTH 1: MTH 2: MTH 3: 3-MTH TOTAL:	REORDERS MTH 1: MTH 2: MTH 3: 3-MTH TOTAL:	NEW IC + YOU MTH 1: MTH 2: MTH 3: 3-MTH TOTAL:
TOTAL VOLUME CENTRAL DISTRICT (ALL 3 MONTHS)			
		D1	

TEAM VOLUME (DIRECT DMs, AMs, RVPs)

BUSINESS BUILDER NAME	3-MONTH VOLUME (QV)	SUBTOTAL (QV)
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		

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MONTH 1 QUALIFICATION: _____

Consultant Name			
Volume from Central District	NEW ORDERS MTH 1:	REORDERS MTH 1:	NEW IC + YOU MTH 1:
TOTAL VOLUME CENTRAL DISTRICT (MONTH 1)			
(FILL IN TOTALS AFTER DOING WORKSHEETS)			D1

TEAM VOLUME (DIRECT DMs, AMs, RVPs)		
BUSINESS BUILDER NAME	MONTH 1 VOLUME (QV)	SUBTOTAL (QV)
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		

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MONTH 2 QUALIFICATION: _____

Consultant Name			
Volume from Central District	NEW ORDERS MTH 2:	REORDERS MTH 2:	NEW IC + YOU MTH 2:
TOTAL VOLUME CENTRAL DISTRICT (MONTH 2)			
(FILL IN TOTALS AFTER DOING WORKSHEETS)			D1

TEAM VOLUME (DIRECT DMs, AMs, RVPs)		
BUSINESS BUILDER NAME	MONTH 2 VOLUME (QV)	SUBTOTAL (QV)
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		

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MONTH 3 QUALIFICATION: _____

Consultant Name			
Volume from Central District	NEW ORDERS MTH 3:	REORDERS MTH 3:	NEW IC + YOU MTH 3:
TOTAL VOLUME CENTRAL DISTRICT (MONTH 3)			
(FILL IN TOTALS AFTER DOING WORKSHEETS)			D1

TEAM VOLUME (DIRECT DMs, AMs, RVPs)		
BUSINESS BUILDER NAME	MONTH 3 VOLUME (QV)	SUBTOTAL (QV)
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		