

## **DREAM TEAM INSTRUCTIONS for SPONSOR**

### **DREAM TEAM SYSTEM**

1. A Dream Team Get Together is a small personal Opportunity Meeting where we pull together those people whom WE really want in our business, and share with them Arbonne's awesome opportunity.
2. The purpose of holding a Dream Team Get Together helps a new Business Builder find their business partners right away. This creates momentum for your new Business Builder.
3. The goal is to hold the first Dream Team Get Together in the first week of the new Business Builders business.
4. You don't have to be new to have a Dream Team Get Together. Have one every month, or as often as you can to continue building momentum in your business.
5. This is a part of the system that should not be skipped! **Our system is: Dream Team Get Together, 2 Business Launches in their home, and hold 4-6 additional group events (which they will book with their contacts/friends). This all takes place in their first 30 days.**

### **GETTING STARTED:**

- Sponsor meets with the new business builder within their first 24-48 hours. (Again, ANYONE can do this - you don't have to be new!)
- New BB: Brings 100 Person Name List filled out with as many names as possible.
- Book the New BB's Dream Team Get Together within in the next 2-3 days!!!
- Sponsor asks new BB:
  - "If you were going to build a multi-million dollar business, what are the top 5 characteristics you would want your business partners to have?" (i.e., integrity, hard worker, self-motivated, self-disciplined, business savvy, people person, fun, etc.).
  - "When you look at this list, who are the top 5 people that you feel have those characteristics that if you could, you would love to have as part of your team?"
  - Ask them to "star" those people's names that they feel possess some of these qualities.
- Verbiage for new BB when calling these people:

"I have started this new business - have you heard of Arbonne? It's a Health and Wellness Company - I would love for you to hear more about

it. My sponsor wanted me to pick my top five people that I wanted on my team and you are one of them because,\_\_\_\_\_. Would you be open to giving it a look? If it is not a fit, will you be ok with telling me no?

If response is YES:

"GREAT, can you come over on \_\_\_\_\_ night. It will last about an hour and you will receive a free gift just for coming."

If response is NO:

"GREAT, I'm going to need people cheering me on anyway! My sponsor is training me this month - would you be open to having a few friends over to help me get started? It would mean the world to me – and you'll be thanked with some great product!"

If response is YES:

"GREAT, let's set a date!" (3 way sponsor in to do Host Coaching – if not available then, set up a time in next 24 hours).

If response is NO:

"GREAT – I have some samples – would you be open to trying some product samples, and then answering a few questions? I would really respect your opinion!"

*If they don't answer, don't leave a long message. Say: "I have a quick question, could you please call me back ASAP?"*

- Allow flexibility in their schedule. If they can't come the day you've scheduled the Dream Team Get Together, schedule a One on One or another Dream Team Get Together on the day they are available.

### **AT THE MEETING:**

1. Sponsor brings Client Profile Sheets, Information Folders (100 Name List should be in your Information Folders).
2. New Business Builder shares why they started the business (Sponsor coaches beforehand).
3. New Business Builder introduces everyone and why he/she chose them to be there (integrity, hard worker, fun, etc.). Be sincere about each individual.
4. Sponsor then shares about themselves, then ask guests to share a little about themselves too (job, married, kids).
5. Sponsor asks "Are any of you familiar with Arbonne?"...

6. Sponsor asks, "Where do you see yourself in 5 years - If you keep doing what you're doing now, what will your life look like 5 years from now?"
7. Sponsor shares their "WHY"
8. Sponsor shares Opportunity Presentation, with monthly incomes and has guests circle whether they are a 1,2 or 3.
9. Gather Client Profile sheets.
10. Encourage questions!
11. The whole thing should last no more than an hour – no product is shared, remember this is a mini opportunity presentation.

### **IF THEY CIRCLED A 1:**

- Get products in their hands! Samples, or they may want to place an order right there.
- "Would you be open to booking a presentation for \_\_\_\_\_?"

### **IF THEY CIRCLED A 2:**

- Give them an Information Packet.
- Have them listen to Discover Arbonne call .
- Get them to the next event (if it's within a week), if not, schedule a 1 on 1 with them or your upline VP. There you will talk about the packet and answer their questions.
- If they don't decide to be a BB right now, ask them to host an event for the new BB – this will help them to see if it might be a "fit".

### **IF THEY CIRCLED A 3:**

- Ask if they would like to stay and have a 1 on 1 where you would repeat the first steps of this outline. If "not tonight" - then meet with them the next day if possible (24-48 hours). Repeat first steps in this outline.
- Give them an Information Packet.

### **IF THEY ARE OUT OF TOWNERS:**

- Meet at the BB's house and sponsor and new BB get on speaker phone for Dream Team Get Together, or hold a conference call, or Skype with them (face time carries a lot of weight – use Skype!).
- Do 1-10 the same except have them share or text to new BB if they are a 1, 2 or 3.
- New Business Builder and Sponsor will follow up based on response.
- Thank them for their time.
- Ask for questions.