



FB Party Follow Up

The fortune is in the follow up!!!

FOLLOW UP CLIENTS:

- Actively communicate with the guests. Move conversations to private message to make keeping track of conversations easier
- At some point the following evening post a short THANK YOU video that includes: Why you love Arbonne, and incentive to ask for more information (free product), Light hearted/short/no pressure
- After ordering follow up within a few days to make sure they download and can use the shop app.
- Ask each guest individually if they would like to be added to your team's VIP group. Be engaged in that group to show them our amazing culture.
- Ask each guest individually if they would like to host or take a look at the business

FOLLOW UP HOST:

- Immediately after the party send her a thank you video along with the thank you FB message
- Send a hand written thank you note with her pamper box and party prizes
- be in communication with your hostess about her guests shipping time
- Ask your host if she would like to take a look at the business.

FOLLOW UP BOOKINGS:

- Always offer an incentive for booking (Pamper Box)
- If anyone mentions they want to book answer and book immediately
- If you want someone to host who has not commented on the host post send a private message "You're so fun you'd be a fabulous host... I have a private incentive just for you... full sized product"
- Make a list of those interested, but not interested now

"Never put off till tomorrow what you can do today." – Thomas Jefferson

- Let the hostess know that she counts toward the booking incentive, so if she decides to book she will get a pamper box and a free gift.

FOLLOW UP BUSINESS:

- Talk about “why you love Arbonne” in your thank you video.
- Offer an incentive in that video for people to comment or PM you for more information.
- Invite them into the Discover Arbonne Lifestyle group and tag them in a post (Be engaged in that group to show our culture)
- Host a monthly “Shoppportunity” yourself (FB Event focused on the business)
- Connect privately with every guest to build rapport and to ask them to take a look.

PAMPER BOX CONTENTS:

- Protein Packs Vanilla & Chocolate (1 each)
- Detox Tea (2)
- Digestion Plus (1)
- Fizz (1 each)
- Lip gloss samples (2 dots)
- Mascara sample
- Primer sample
- Re9 sample pack **or** Re9 VIP Bag (If VIP Bag, be sure to be clear that the samples are to keep and the full sized products are to be returned)
- Pure Vibrance sample pack
- Pure Vibrance Serum sample
- Hand written card with party date and time and encouragement to invite until 25 say, “YES”.
- Use nice tissue paper, organza bags, ribbons (Make it pretty)

Have boxes ready to go so you can send them out within 24 hours of booking. Best case scenario they receive it with plenty of time to use the products before the party.

“If you don’t ask, the answer is always no” -Nora Roberts