

Follow Up after an Invite Call

(Based on Eric Worre book, chap 8)

During your invitation to action call, you set up a time to follow-up (“for sure”).

During Follow-up call:

- Act emotionally detached (ie not desperate) and assume that they WILL want to join you and Arbonne. It is easier for people to join YOU rather than the ‘company.’ Say things like: “You got me..I will do everything I can to set you up for success.”
- **ASK:** “What parts of the video/DA call/DA did you like? (not ‘what did you think?’) “Can you see how this could potentially be an opportunity for you?”
- **ASK:** “Is it OK if I ask you a question? On a scale of 1-10, 1 being you have no interest in anything about Arbonne and 10 being you are ready to get started right now , where are you?” If more than a 1, ASK: “What makes you a ___ and not a 1?”
- **ASK:** “What do you need in order to reach a higher number so that you can have your dream?”

If they are close to getting started, then ask the 4 Question Close:

1. “Based on what you have seen, if you get started with Arbonne on a part time basis, approximately how much would you need to make per month in order to make this worth your time?” (do not prescribe an amt.) “What would that income give you or allow you to do?”
2. “Given that we are all crazy busy, how many hours a week could you find to develop that kind of income?”
3. “How many months would you work those kinds of hours to develop that kind of extra income so that you could_____?”
4. “**If I** could show you how to develop an income of _____, part-time, working _____ per month, over a course of _____, **would you** be ready to get started?”

If they give unrealistic numbers or time frames, you are a ‘consultant’ and you will explain that that is unrealistic and they need to adjust one of the numbers to get what they want - either in hours, time-frame or money.