

Leveraging the SuccessPlan

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Congratulations! "

- Be proud of your accomplishment."
- Take 100% responsibility for your success by understanding the SuccessPlan."



What is “leverage”? "

- Maximize your efforts by knowing where to spend your time."
- Definition of leverage: positional advantage; power to act effectively."



SuccessPlan = House of Arbonne "

Think of the SuccessPlan as a home with 3 floors that are the 3 sections of the SuccessPlan:"

1. Top floor – Compensation & Bonuses"
2. Main floor – Qualifications & Promotions"
3. Basement – Maintenance"



Which Floor Are You On? "

- Each floor (or portion of the SuccessPlan) has its own set of rules — know the difference."
- Know on which floor to look for your answer."
- Stay out of the Basement – maintenance alone will not build your organization."
- Focus on the Main floor – know how to qualify and promote. "
- Strategize by understanding the Top floor — know how to bonus your level and to go wide BEFORE you go deep in your organization."



Stay Out of the Basement " "

- Maintenance is a “Myth.””
- Building months are for BUILDING – not for a “holiday” from the activity that got you there or waiting for your team to work.”
- What you focus on is what happens, so if you only focus on maintenance, you won’t grow your business.”
- Be the best Consultant and District Manager on your team.”
- Avoid “Manager-itis” — become a LEADER by setting a great example for others to follow.”



The Main Floor "

- Be sure you are clear on how you promoted to District and Area so that you can help promote others."
- Promoting to DM — must have 150 QV each month of qualification period (use Arbonne Special Delivery)."
- Promoting to AM — must have 2,500 QV in Central District each month of qualification period (keep up your personal activity)."
- Must have goals to know where you are going, and expect goals from others in order to help them."
- Continue to SPONSOR new business partners direct to you each month (fill the pipeline)."



Area Manager Main Floor

"

- Have a strategy to qualify and promote to Region."
- Bonus your Central District each month. "
"5,000 QV and 5 new"
- Work with the DMs who want to promote to Area by helping them to bonus their Central District."
- 4 DMs bonusing = AM bonus"
"4 x 5,000 QV = 20,000 QV"
- Central District is the heartbeat of your business."
- Promote a minimum of 3 direct DMs, build an "inventory" of 6 or more direct DMs."
- Need AM bonus to move to Region."

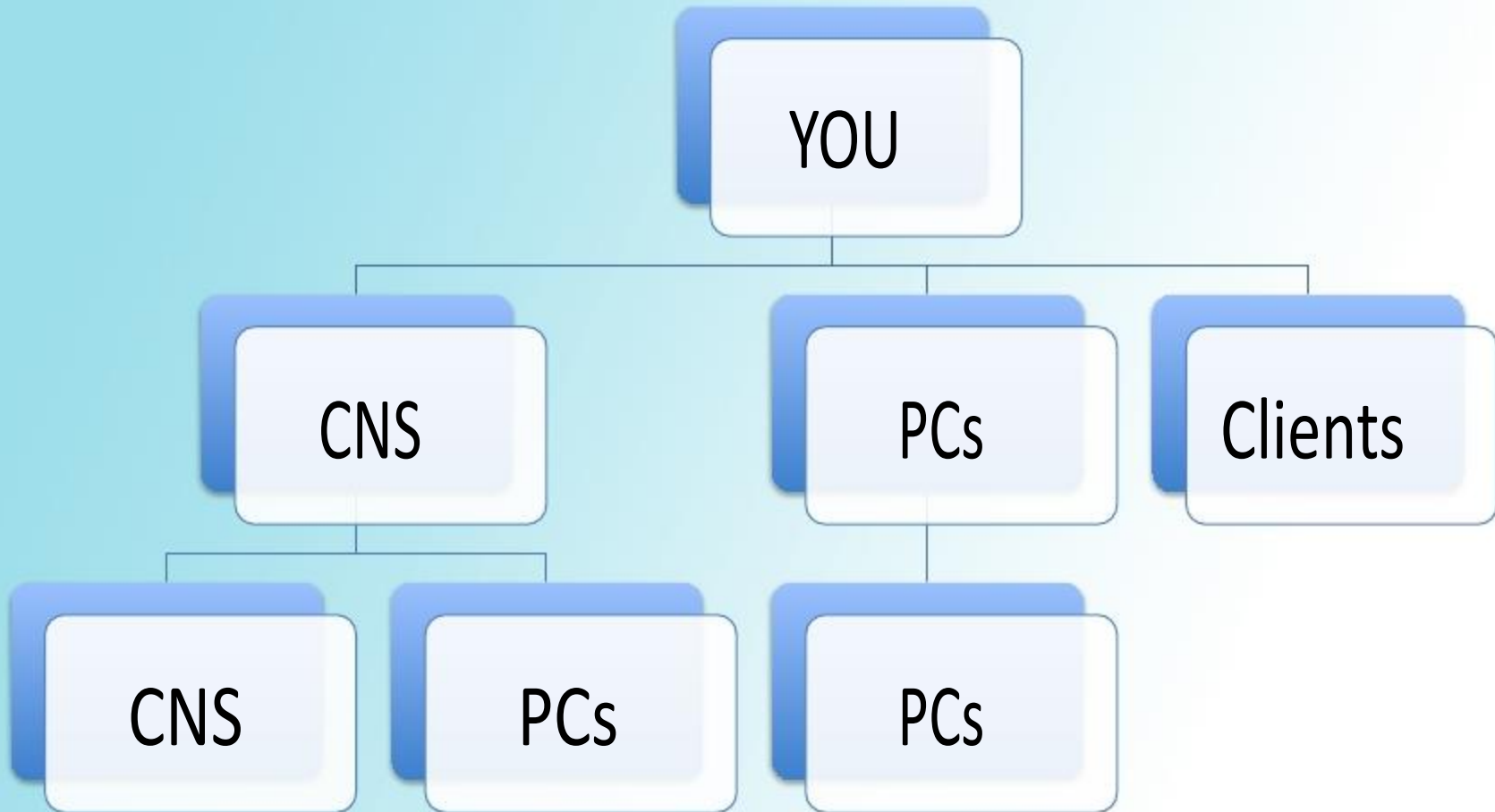


What is My “Central” District? "

- You"
- All CNS you personally sponsor"
- All PCs you personally sponsor"
- All Clients you personally sponsor"
- ALL CNS, PCs and Clients sponsored by them (no limit)"
- Excludes anyone you promote out to DM from your team and everyone connected to them "



Central District"



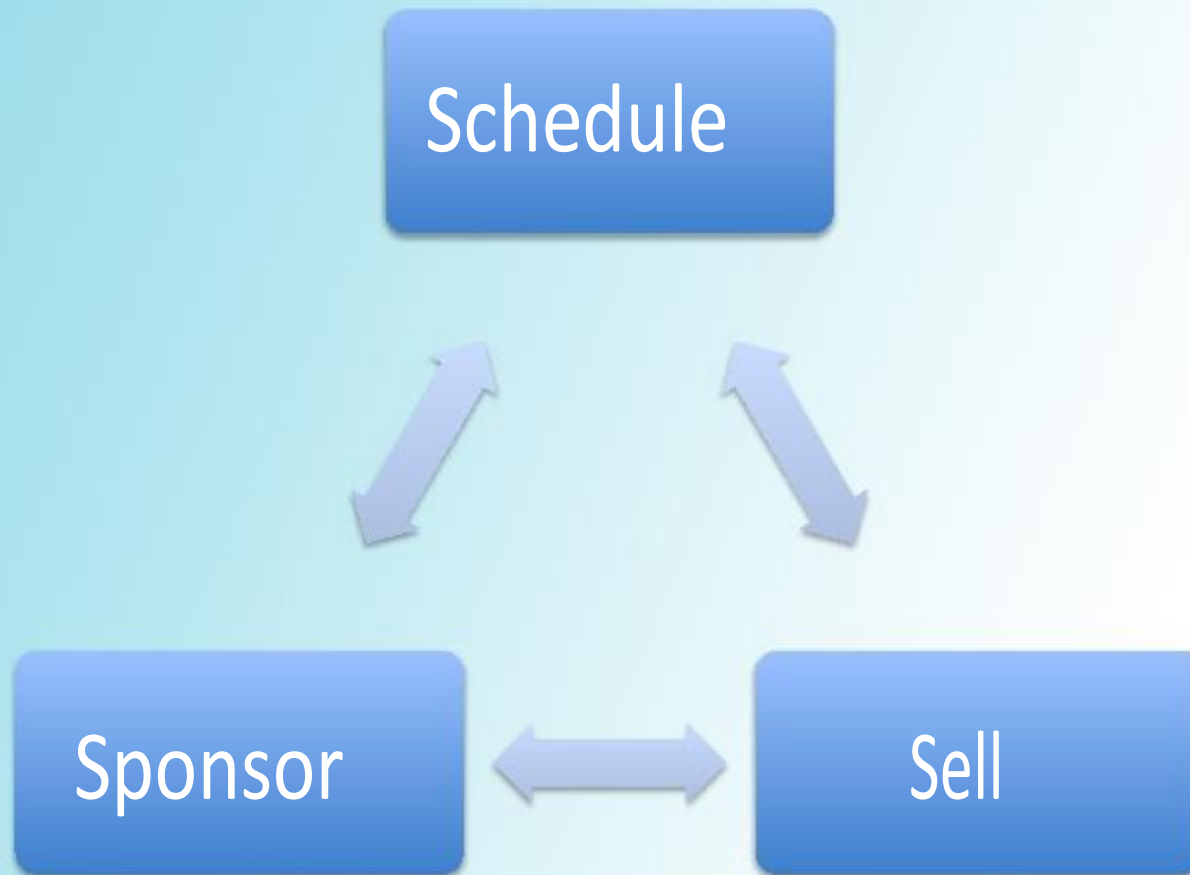
Heartbeat of Your Business

"

- Your Central District is the most important business unit. "
- YOU have direct input into your Central District. "
- YOU can set your district goals each month."
- Your width and commission check are built from your Central District."
- When you promote out your first DM, **live in the left** in WebStats, focus on your own Central District again, do your 2,500 building block, and teach new builders to do the same with personal activity."



Activity Cycle "



Top Floor: How Do I Get Paid? "

- Read the Policies & Procedures manual!"
- It is YOUR responsibility to know. If you want to play the game, you have to know the rules."
- Complexity of the Compensation Plan, focus on your level, and use the ICCS as a guide for AM, RVP and NVP."
- Here is a summary ..."



AM Commissions/Overrides

"

- Product Order Commissions"
 - 35% Retail Orders"
 - 15% Preferred Client Orders"
- 8% override on Central District and promoted out direct districts, add 6% AM override"
- 2% on 2nd generation promoted out Districts IF you are 2 DMs wide, add 6% AM override"
- 1% on 3rd generation promoted out Districts IF you are 3 DMs wide, add 6% AM override"

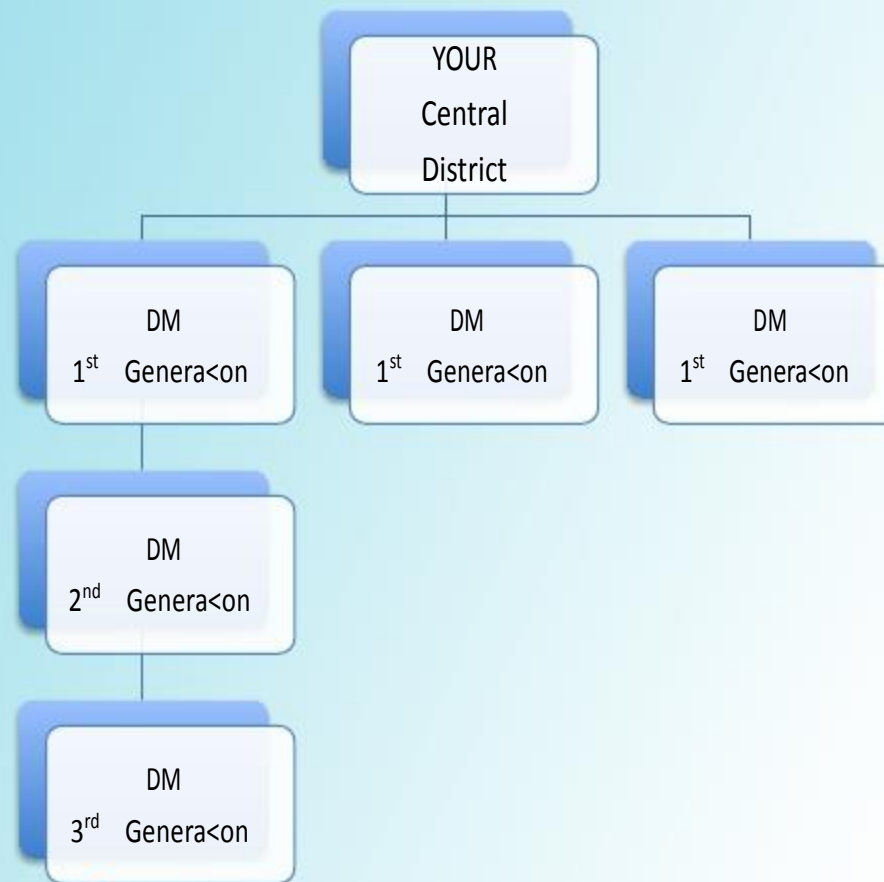


What is a “Generation?”

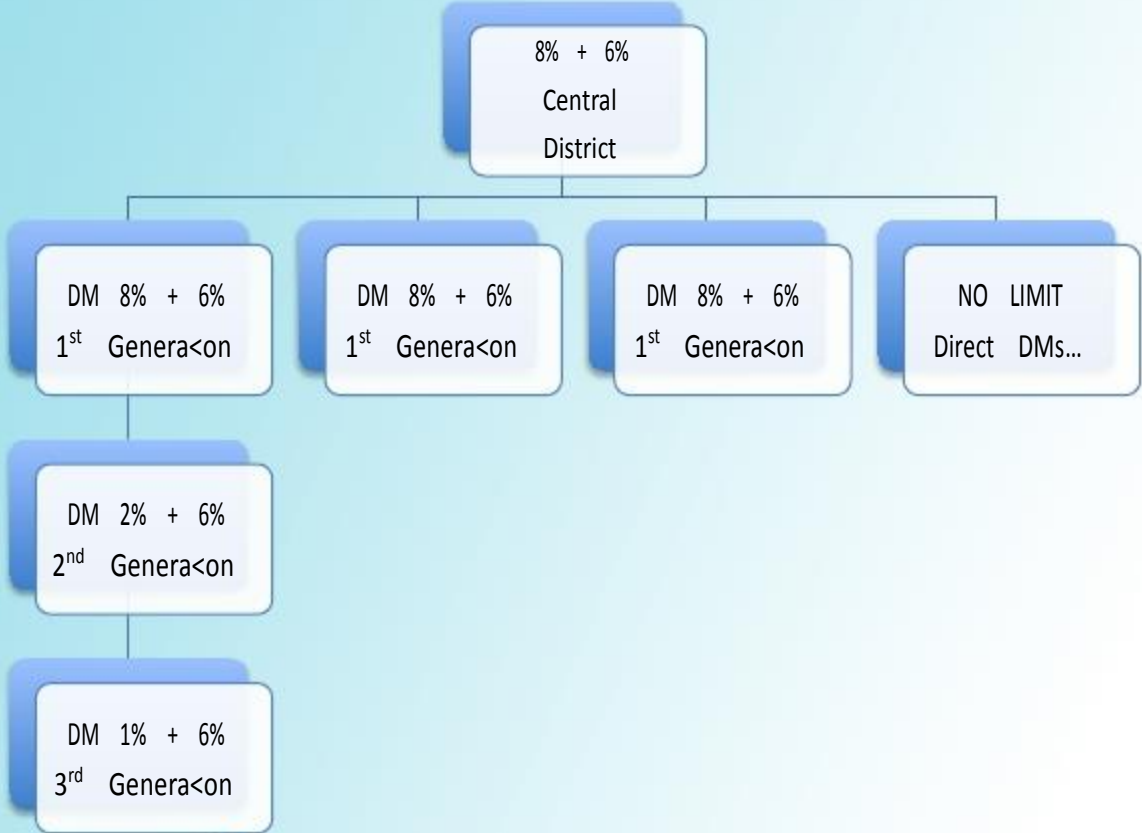
- Direct Sponsoring alone does not create a generation."
- Only becomes a “generation” when you promote them out to DM."
- When you promote out a DM direct to you, they are “1st generation” to you."
- When your 1st generation DM promotes out a DM, they are “2nd generation” to you."
- When your 2nd generation DM promotes out a DM, they are “3rd generation” to you."
- Promoting out DMs moves you to Area Manager."
- Promoting out AMs moves you to RVP."



Promoted Out Districts"

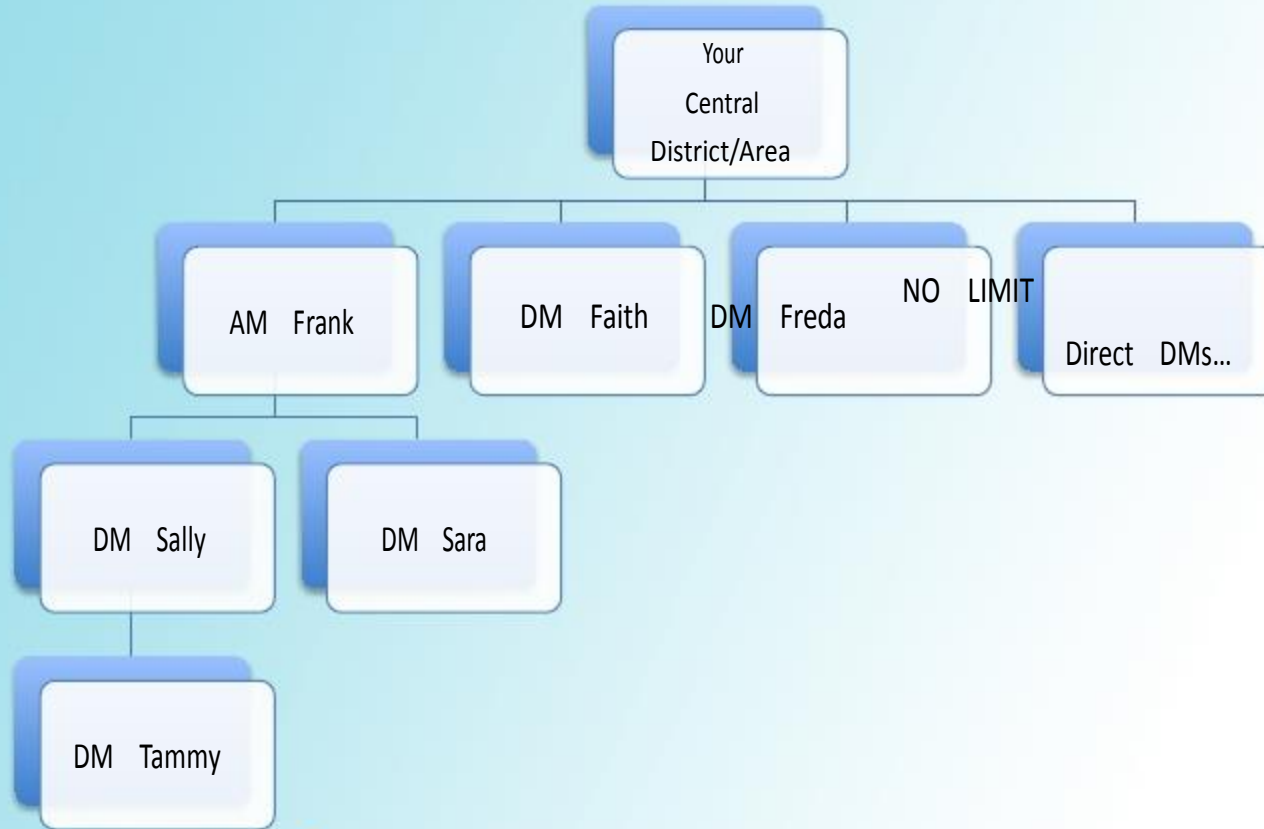


Area Manager Add 6% to Each Business Unit "



Executive Area Manager Example

"



How much are you paid on each unit? "

- Your Central District?"
"" "8% + 6%"
- AM Frank's Central District?"
"" "8% + 6% (1st generation DM + AM)"
- DM Tammy's Central District?"
"" "1% + 6% (3rd generation DM + AM)"
- Aha, tricky – now how much does AM Frank get paid on DM Sally's district?"
"" "8% + 6% (Sally is his 1st generation + AM)"



Promote to RVP "

- Promote out DMs by DUPLICATING personal activity"
- Promote out AMs by developing leaders"
- Duplicating "0" gets you "0" "
- Promote 3 or more direct AMs"
- Continue to BONUS your Central Area"
- Promote to RVP to add 3% to each business unit"
- Go WIDE to stay ahead of your depth"



Go Region! "

- The Road to Region is paved with DM and AM bonuses."
- See you on stage at GTC as a brand-new RVP!"

