

The 4 Question Close

1. Based on what you've just heard, if you were to get started with Arbonne on a part-time basis, about how much would you need to earn per month in order to make this worth your time? [wait for an amount]. "What would that income give you or allow you to do?"

2. About how many hours could you commit each week to develop that kind of income?

3. How many months would you work those kind of hours in order to develop that kind of income?

*If numbers or time frames are unrealistic, as a 'consultant', you will explain that what they have in mind is likely unrealistic and then work with them to adjust one of the numbers to get what they want - either in hours, time-frame or money.

4. **If** I could show you how to develop an income of _____ [from question #1] per month, working _____ hours a week [from question 2] over the course of _____ months [from question 3], **would you** be ready to get started?

No - explore and handle reasons and objections.

Yes – quickly review the Success Plan and mapping their Arbonne Business Path explain Strong Start.

- Sign up your new consultant with the products they will need to succeed, and being considerate of their budget.
- Direct them to training site and get them started on 'How To Do Arbonne' at ferreirafreedom.weebly.com. Schedule your next four one hour coaching sessions. Provide them with your favourite resources (e.g. Go Pro, 4 Year Career, etc.)
- Book 8 events in the start month. (e.g)
 - 2 to 3 Dream Teams
 - 2 to 3 Core Parties
 - 2 to 3 Nutrition Workshops
- Plug them in: set coaching sessions, weekly group coachings, the monthly Nation meeting, tell them about the next CNTC and GTC. Try to find a standing weekly one hour time you can both commit to.