

GETTING STARTED CHECKLIST

1. LEARN OUR SYSTEM:

- **YOUR GOAL** is to get in front of 30-40 people per month. (See “40 Faces” document attached)
- **GROUP PRESENTATIONS**
 - Simplest way to achieve your goal and leverage your time. Goal: 1-2 group presentations per week.
 - Having 6-10 group presentations in your first 30 days will set you up for success. This can help you promote to District Manager in your first 2 months and give you a pay raise.
- **ONE-ON-ONE APPOINTMENTS:**
 - This is for those who can't attend or host group presentations. You will always share Arbonne's products and business opportunity at these meetings. (See “Is Arbonne for You?” flyer and “Opportunity Outline” flyer attached.)
- **DETOX BOOTCAMPS:** through Facebook groups.

2. BOOK YOUR CALENDAR:

- **SCHEDULE 2 LAUNCH DATES:** Book 2, back-to-back get-togethers for your sponsor to launch you (in person or via Zoom/Skype). Your sponsor will make an invitation for you from the Red Stamp app. Put both launch dates on the invitation.
LAUNCH 1: Date & Time: _____
LAUNCH 2: Date & Time: _____
- **FILL OUT YOUR 100 PERSON LIST:** (See “100-Person Contact List” attachment) This is your working list, and you will continually add people to it as you grow your business. Your goal is to invite each person on this list to come to events, host a presentation, try the products, join the Detox Bootcamp, and even share referrals with you. You need to share the business and the products with everyone!
- **CALL YOUR FRIENDS** to invite them to your launches! Let them know you've started your business and that an invitation is on its way!
- **TEXT** the invitation to your friends.
- Follow up with a phone call to confirm attendance at your launches.
- **FIND 4 HOSTS:** Ask 4 friends to host get-togethers for you.
 - Example: “Hi, Cecilia! I am so excited! I just started my Arbonne business because (share our reason). I was wondering if you could do me a huge favor and get a few friends together and let me come share Arbonne with them. I need to book 6 events this month, and I was hoping you could help me by hosting 1 of them for me! It would mean the world to me if you did!”
- **FIND 1-2 BUSINESS PARTNERS RIGHT AWAY:**
- **CHOOSE YOUR DREAM TEAM!** Who are the top 5 people you would love to have on your team? Here is some verbiage: “Would you be willing to take a look at this business? I think you would be great at Arbonne! Can we meet for coffee?” Or, “If I could show you a way to make some extra money on your spare time, would you at least take a look at it?”
 - Invite them to a local Discover Arbonne.
 - Ask them to listen to a recorded DA call.

- Host your own DA with those guests. Your upline will help you.
- One-on-one appointments with “Is Arbonne for You” flyer or “Opportunity Outline” flyer.
- **FIND 6-10 PEOPLE TO DO THE DETOX BOOTCAMP WITH YOU:**
 - Use the “30-Day Detox Bootcamp” flyer (see “Detox Bootcamp” flyer attached).
 - Invite them to a Healthy Happy Hour to introduce them to the Detox Bootcamp!

3. GET THE PRODUCTS YOU NEED:

- **DOWNLOAD ARBONNE SHOPPING APP** to your phone.
- **DOWNLOAD ONLINE CATALOGUE** to your home screen so you can share it with your friends.
- **ORDER YOUR ASVPS** (See “Arbonne Special Value Packs” sheets attached)
 - You need products for your events, products to use as testers, and products to Arbonnize your home and your family! If you don’t use it, you can’t sell it!
 - If Arbonne sells it, don’t use another brand. Shop from your own mall.
 - All the products you purchase to start your business are a tax deduction.

4. SET YOURSELF UP FOR BUSINESS:

- **GET YOUR WEBSITE READY:**
 - Put your picture on your website and write your story. (See your upline’s story as an example.)
 - Send your prospects directly to your site, and not to the general arbonne.com site.
- **USE SOCIAL MEDIA:**
- See “Journaling on Facebook/Social Media Sites” attachment
- **ORDER YOUR BUSINESS AIDS:**
 - Business cards (from arbonne.com)
 - Product catalogues (remember the app version as well)
 - Opportunity brochures
 - Get Sponsoring Packets ready (see “Sponsoring Packet Instructions” attachment)

5. 21 REASONS AND “I” STORY:

- **WRITE A LIST OF 21 REASONS WHY** you should never quit! Post it by you computer, on your refrigerator, etc. When you get discouraged, always go back to your “why.” (See “21 Reasons Why” sheet attachment)
- **CREATE YOUR STORY:**
 - Your sponsor will help you with this.
 - You need your “60-second answer” for when people ask you what you do.
 - You need your 3-minute “why” story to give at your presentations and one-on-ones.
 - See “Creating Your Story” sheet attached.

6. GET READY FOR YOUR PRESENTATIONS/ONE-ON-ONES:

- **PRINT PRESENTATION FLIPCHARTS** from your NVP’s website.
- **OTHER THINGS TO PRINT** from your NVP’s website:
 - ASVP close sheets for your presentations – laminate
 - “Before and After” pictures – laminate a few
 - Order forms for your presentation – several copies

- “Is Arbonne for You?” flyer

7. EARN YOUR CASH BONUS AS A CONSULTANT:

- **ACHIEVE** 500 Personal Qualifying Volume (PQV) in one month. **RECEIVE** 6% Override on all personally sponsored Independent Consultants
- **ACHIEVE** 2,500 QV in Successline Volume AND Sponsor 2 Preferred Clients and/or Independent Consultants, who each do 150 PQV in the month. **RECEIVE** \$100.
 - See attached “Arbonne Independent Consultant Cash Bonus Flyer.”

8. GET TO DISTRICT MANAGER:

- **YOUR GOAL:** Promote to DM in 1 or 2 months. Why?
 - Earn 8% override on your team and on YOURSELF!
 - Your cash bonus goes from \$0 to \$200 a month
 - Don’t leave money on the table!
- **QUALIFICATION REQUIREMENTS:**
 - \$6,000 in 1 or 2 months (this includes your orders, as well as the orders from your Preferred Clients, orders from your Consultants and orders from their Preferred Clients. Everyone’s order counts towards the \$6,000!
 - Minimum \$1,000 PQV during qualification period. (PQV includes your personal orders and orders from your Preferred Clients.)
- **GOAL FOR MONTH 1:**
 - \$2,500 in group volume. Arbonnize your home, shop for yourself, sell products, etc.
 - You can achieve \$6,000 in group volume (QV) and become a DM in 1 month!
 - Example to become a DM in 1 month:
 - Start-up order of 3 ASVPs (1 RE9, 1 Nutrition, 1 Genius) + add-ons = \$1,000
 - 6 group presentations at \$500 each (some sales from 1-on-1s) = \$3,000
 - Help 2 business partners get to \$1,000 each = \$2,000
 - Total from this is \$6,000! You are now a District Manager!

9. UNDERSTAND HOW WE GET PAID:

- **RETAIL SALES:** 35% commission
- **ORDERS FROM PREFERRED CLIENTS (PCs):** 15% commission – when you sign up PCs instead of selling at retail, you give people the opportunity to shop for themselves at a discount. This creates loyal customers!
 - See attached “Arbonne ASVP Reference Guide.”
- As a Consultant, earn 6% override on all personally sponsored Independent Consultants, when you have \$500 PQV in one month.
- **OVERRIDES:** As a District Manager, you will earn 8% override on all Consultants and PCs, including your own personal orders (You get paid to use Arbonne shampoo!)
 - 8% of a lot is bigger than 15% of a little. This is where real duplication takes place – focus on finding Business Builders and building a team of Consultants!

10. STAY CONNECTED:

- **FACEBOOK NATION PAGE:**
 - For business building Consultants only
 - Turn on notifications and check daily
 - Check documents under “files”
- **YOUR NVP’S WEBSITE:**
 - Presentations, flyers, documents and recorded calls.
- **VOXER APP:**
 - Download it to your phone, put it on the front page of your phone and turn on Voxer notifications under your phone “settings.”
- **LOCAL MEETINGS AND EVENTS:** attend everything recommended by your upline
 - Always ask your upline if other meetings are recommended!
- **GTC:** Our Global Training Conference is not optional for business builders!

11. MATTERS OF THE MIND:

- **THINK LIKE AN ENTREPRENEUR:** Entrepreneurs invest their time and resources upfront for a big payday at the end!
- **YOU WILL GO THROUGH 3 STAGES:** “It’s not worth it!” “It is worth it!” and “I’m not worth this much!” In the beginning you will do a lot of things for which you don’t get paid, but there will come a day when you will get paid for a lot of things you don’t do.
- **MANAGE YOUR EXPECTATIONS:** Most people overestimate what they can do in 1 year, and underestimate what they can do in 5 years! Give yourself time to build a strong foundation and master this business. In any new business, there is a learning curve. It takes time and consistent effort to become successful.
- **BE COACHABLE:**
 - Follow our system for success
 - Call your upline with your questions. You are in business for yourself, but not by yourself.
- **BE WILLING TO GET OUT OF YOUR COMFORT ZONE!**
- **KEEP A FULL CALENDAR!**
- **BE A LIFER!** Don’t quit before payday!
- **FOCUS ON PERSONAL GROWTH:**
 - Listen to calls recommended by your upline
 - Cecilia Stoll’s “Belief, Attitude and Commitment” call on your NVP’s website.
 - Read books on leadership and on the industry of Network Marketing
 - Go Pro – by Eric Worre
 - Your First Year in Network Marketing – by Mark and Rene Yarnell

*“Learn to say ‘no’ to the good
so you can say ‘yes’ to the best.”*

John C. Maxwell