

s a m p l e v e r b i a g e f o r

ONE-ON-ONE

" Hi, Heather! Do you have a quick minute? I have a super quick question for you!

(Pause for an answer)

Okay, great! I'm getting ready to run into a meeting.

(Why needed a change): I'm sure you know I work at the College, and I absolutely love what I do, but Seth and I have been talking about how we both work crazy hours and at the end of the day we're both getting whatever is left over of one another's time and energy. We're also at a point now where we need to grow our finances so we can have options for us and for our future family. There's really not much more Seth can do because of his work schedule, so if anything is to change it's up to me.

(What you have found as a solution): What I have found is a way to grow a second (or third!) source of income: I've started a side business / a Health and Wellness business with Arbonne, and I'm really determined to make it work.

(3 compliments): Heather, I would LOVE to tell you a little more about what I do (over lunch/coffee/etc). You are already into fitness and clean eating, you are the most organized person on the planet!!, and you are so successful at what you already do at the clinic! I know that if you ever decided to do what I do, you would be extremely successful in this, too. It would mean the absolute world to me if you would take a peek just to learn more. This may or may not be for you, but you may even know someone who is looking for something. Would you be willing to take a look?

(Pause for an answer)

(Schedule): Great, thank you so much, Heather!! (Schedule the date.)