

## Asking for Referrals

As you build your business you will have a lot of happy clients and preferred clients. It is always important to build your network by asking for referrals

**ROLE PLAY - Face to face and (back to back if you are talking on the phone and not in person)**

### **Getting Hostess Referrals for Guests That Could not Attend:**

*"Hey Host Name\_\_\_\_, what a great party you had tonight.....I know there were a few friends that you really wanted to be here that couldn't attend. **(if on the phone - you will say last night or yesterday)** I would love to give them the opportunity to sample the products like you did tonight. What I normally do for guests who couldn't attend is drop off a sample/or set. Of course, any orders would count as outside orders for you. I wouldn't drop by unannounced. Would you be willing to give them a call and let them know I will be touching base to bring them their gift bag? That would be great."*

### **Following Up with Guests that Are Unable to Attend a Party/Presentation**

*"Hi, this is \_\_\_\_\_ calling, if you recall I am the Arbonne Representative that presented at Hosts Name house. We were so looking forward to you coming! We had a great time, and I am so sorry you couldn't be there. I would really like to do something special for you since you were unable to be with us.....I have a gift bag with some samples and other fun things that I would love to bring by. Is there a time that is convenient?" (Bring a gift bag with a sample pack and information or a gift bag with random samples and/or a kit to leave)*

**Asking client for Referral on the Phone:** - *"Before I let you go, I wanted to tell you about our referral program. If you can think of someone that is into health/wellness, or would love to try our skin care (RE9 or FC5) Or...someone who may benefit from these products I will give you a gift certificate for 10% off of your next order whenever they decide to purchase. All I will do is give them a few samples and a catalog. If your friend likes the products and wants to have a presentation at her house, I will give you a Free Sea Salt scrub—one of our most popular products. Can you think of anyone that may be interested in the product or may be looking for a way out of their current financial or work situation?"*