

Asking for the Order

Asking for the order is sometimes over looked. We share all about the product or opportunity

And say "okay or well we are finished with the presentation"..... and assume they know it is time to make a decision.

If you don't ask for the order the client doesn't know what to do.

At the end of a workshop/presentation/1.1 - you will direct them to where you will be doing your close.

And telling them what the next step is.

ROLE PLAY 1 on 1 CLOSE:

"So now it is your shopping time who needs to get going first I will meet with you first and I'll be set up right over there by the food."

If you are doing a 1on 1. You can say: *"I'm sure you are wondering what the best deals are and what your options are. Let me share this with you".* This can be a product closing sheet or the back page of the catalog - 3 Ways to Win - client, preferred client, consultant.

Show closing sheet of 3 ways to win and ask which they would like to start with

ROLE PLAY - GROUP CLOSE

Group: *"Now it's time for the best part of the evening - SHOPPING! The wonderful thing about Arbonne is there is more than just one way to get these fabulous products. You can spend, save or earn money?"*

1. You are welcome to purchase our products retail and get outstanding products, money back guarantee, great customer service and products shipped directly to your door. I will stay in touch with you, take great care of you and pass down any retail specials that Arbonne is running.

2. For \$29 you can become a preferred client and save 20% on your order tonight and you'll be able to shop for the next 12 months at a 20% discount. If you find you love our products and enjoy your discount you can renew each year for \$15. This applies to all of you. If your finding that your wish list is bigger than your budget, I'd recommend you book your own workshop/get-together in the privacy of your home with your friends and family and earn 35 - 50% off on the products that you can't get tonight. You can check interested in hosting a workshop on your customer care form. And we can choose a date that will work for you tonight.

3. Join the Arbonne family as a Consultant and take part in our income opportunity. Rather you want to make a little money or a lot of money there is a place for you. We share these products and the opportunity one on one and in groups. We have a turn-key system and support. Share a little bit about your story here - **why you chose Arbonne, what you love about it and what your goal is.**