

Closing the Group/Workshop: Three Ways To Win

Your presentation is not finished until you close. This is where everything comes together. You will want to practice your close so that it feels comfortable for you. Your guests are waiting to find out what their options are. If you want to sponsor you must make sure and include all 3 ways to win. The third way is about the income opportunity. You must ask for the sale and you must ask if they are interested in finding out more about becoming a consultant.

ROLE PLAY - FACE TO FACE

"I've used these products for _____. I have never wanted to use anything else because I know they are the best. Your skin just keeps getting better and better, healthier and more radiant. I told you earlier that I was going to share with you how you can get these Swiss-Premium Products at an economical price. We have 3 fantastic ways that you can win with Arbonne.

First, I want to make sure your customer care form is filled out. (hold up the form) I want to give you superior customer service and this information will help me. We will look over your wish list together when I meet with you each individually. I'm going to make sure that you have all of my information so that you will always be able to contact me." **(Make sure and collect the customer care cards at the end when you meet with them individually)**

1) *"Each of you have a catalog and the Retail Prices are listed for the products. You are welcome to shop at retail. I will make sure that you get excellent customer service and products delivered to your door step. We also offer a special price on our skin care products when you buy them in sets.*

*I'm sure that you checked quite a few products for your wish list. You also have the option of booking your own Group Presentation or Workshop in the privacy of your home with your friends and family and earn some free products. Arbonne is known for their generous hosting plan. I'm sure after trying the products tonight that you can think of a few people you want to share these with. I have my calendar/open date card with me and we can reserve a date for you tonight. We can chat about it when I meet with you and if you book tonight I have a little gift for you **(mini hand cream or other mini product)** and a **host packet** for you." **(you may want to hold up a flyer that has the hosting gifts listed on it and give a Sea Source sample and host packet when they book).***

2) *"If you know you want to be Arbonne head to toe the most popular way to get the products is becoming a preferred client. It's \$29 to join and this entitles you to shop at a 20% discount for 12 months. You will have the convenience of shopping on line and having products shipped directly to your home and still get great customer care and specials passed down through me. And just like in option one you can earn products for hosting a presentation or workshop. These get-togethers are a lot of fun - they make a **great girls night out.**"*

3) *"My favorite way is the income opportunity because you get everything that I shared with you and you get to take advantage of our income opportunity. Most people I talk to are either looking for a way to have more time, more choices or more money in their life. If you are interested in earning some additional money and perhaps leveraging you time you may be interested in becoming one of our successful consultants. I would love to set up a time to discuss how we might fit Arbonne in and around your lifestyle. We have a minimal start up, discounts on your product and a generous compensation plan. You will receive support and training from me and a whole upline of leaders."* **Share a little about how Arbonne has changed your life - what you have achieved or what you are creating for your family with your business.**

" Arbonne intends to be the biggest skincare and nutrition success story in the world and I would love you to join us. We are a company dedicated to improving people's lives. The products will change how you look and feel - the income opportunity will change your life."

I'd like to thank our host (name) again. Whatever you order tonight will benefit her and she is going to be choosing some great products for hosting the presentation/workshop.

SHORTER VERSION YOU CAN ROLE PLAY WITH TOO

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.***