

## How to Get to DM from Consultant

It's so important that a new consultant, who wants to build a serious business, understands the BENEFITS of becoming a District Manager, immediately, and HOW TO QUALIFY.

The more comfortable you are sharing this the more people you will promote to DM. You create what you talk about.

Your Role is to be able to explain how to get to DM from Consultant and also create excitement about it.

### ROLE PLAY

- 1) You will make more money for the same effort
- 2) You will immediately pick up the money left "on the table" when their PCs and consultants sponsor new PCs and consultants
- 3) District Manager is based on group volume, not geography
- 4) In Arbonne we earn as we learn. No reason to wait until you have learned EVERYTHING to before becoming a DM. You have an upline to support you to success!

As the coach, share the BENEFITS - This is how your income is going to increase when you become DM:

- 8% override on personal and group sales
- \$50 bonus for every new RSVP you personally sell
- \$25 bonus for every new RSVP purchased in your central District
- \$200 bonus for achieving 5000 RV +5 new consultants/preferred clients in one month doing \$150 RV each
- Retail profit of 35% on all retail sales
- Preferred client rebate profit of 15%

As the coach, share the HOW TO QUALIFY:

#### Example of How to qualify for District Manager in 1, 2 or 3 months

Month 1	month 2	month 3	
\$4800 RV			= \$4800 RV
\$2400 RV	\$2400 RV		= \$4800 RV
\$2000 RV	\$2800 RV		= \$4800 RV

\$2000 RV                      \$2000 RV                      \$2000RV                      = \$6000 RV

You can promote to DM in your first month. (DM is the only level you can achieve in just one month.)

- To go into qualification you must have \$800 PRV (Personal Retail Volume) or \$2000 GRV (Group Retail Volume)
- You must achieve a total of \$800 PRV over the entire qualification period in order to qualify for District Manager
- You must have at least \$2000 RV in the last month of qualification