

Invite to Host a Group/Workshop

ROLE PLAY - BACK TO BACK - phone

Client - asking them to host a presentation for you

"Hello _____. This is _____. If you recall, I'm your Arbonne Consultant. I know how much you have enjoyed the RE9 products. The reason I'm calling is Arbonne just launched an advanced version of the RE9 line. Everyone who has tried it is amazed at the results. Seriously, you see results in 24 hours. I have a question to ask you. How would you like to earn some of these products for up to 80% discount? **(Pause - let them reply).**

"Great, I'm booking my appointments for the next two weeks. I have a couple of days open. Can I run them past you and see which one would work for you?"

ROLE PLAY - BACK TO BACK - phone

"Hello _____. This is _____, your Arbonne Consultant. I was calling to see how you are doing with your products. I have on my Customer Care Form to check in with you every 90 days. I know how much you enjoy the products and I don't want you to run out of anything.

(short on money right now)

I understand this has been a hard time for many people. _____, this might be the perfect time to host something and let Arbonne reward you for being such a loyal client. Actually, a number of people like to host for that exact reason. I do have time on _____ and _____. What would work better for you?

It is fun and I'll be doing everything. Why don't we meet for a coffee and I can go over our host rewards with you?"