

Inviting to Meet One-on-One

The following scripts will help you schedule a one on one appointments to talk about the Arbonne income opportunity. You will be role playing "Inviting Someone To Meet with You". This will be done over the phone so you will want to role play back to back if you are doing live skill building coaching. The objective is to get someone to sit down with you and that is all – The goal of this call is not to “sponsor” them during this call – It is important to remember that as you go through this! And, remember to pause after each question so that the person you are calling has time to answer.

It is important that you practice and find the words that are a fit for you and that you are comfortable saying. You can personalize any of the scripts below.

ROLE PLAY: (Approaching a friend)

“Hi, _____. This is _____. Do you have a quick minute? Great! I had wanted to call you because you keep coming to mind. As you know, I (share your why) and because of that I’m calling to tell you about an exciting opportunity I have discovered as a way to create an additional stream of income with a company called Arbonne International. The number one reason people look at this business is for more money and more flexibility. I know you have always kept your options open. This may or may not be right for you but I really would love to get your thoughts. Have you ever heard of Arbonne?”
(IF YES) say, *“Great! What have you heard?”*

“I am excited about sharing this with you! Can we get together for about 30 minutes so I can run this by you and get your thoughts? What does your schedule look like in the next couple of days?”

If they say (NO) or decline a presentation, then proceed with: *I am also looking for some key people to give me feedback on the products. I really trust you and I value your opinion highly. Would you be willing to use the products for a few days and give me your feedback? I would love to hear what you think about them.”*

Make appointment to send/drop off samples and/or full set. (Full Set Optional)

ROLE PLAY - (calling a loyal client)

Hi There -

“I appreciate your loyalty to our products and would like to share with you an exciting step I am taking in my Arbonne journey- I am working on promoting to a leadership position with our company - a VP position - I am currently looking for entrepreneurial minded women/men who are open to learning more about Arbonne - our culture, 30 year history and where we are going in the future. I know this may not be a fit for you but you might know someone who this is perfect for! I'd love to treat you to coffee/tea and give you a sense of what it is I'm looking for and see who comes to mind - I would be happy to give you a free gift for your time - I'm not sure what your next week looks like but Tues or Friday would be perfect on my end - Do either of those work to get together for about 20-30 min?”

ROLE PLAY - (Approaching a Friend)

"Hi, _____. This is _____. I want to catch up with you and I am also calling you for a specific reason. **(take 5 minutes or so to catch up- how is the family etc.)** I have recently come on board with an amazing company called Arbonne International. Arbonne is a company that makes the most incredible inner and outer health and beauty products **(or you can say health and wellness)** I have ever tried, and they are expanding globally. I fell in love with the products and I also fell in love with the idea of starting my own business because **(your why - example - I wanted to contribute to our family's finances but I didn't want to work full time - I've been looking for something that I could do around my families schedule and something that would allow me flexibility)** I thought of you right away because:

- **Something about them - a strength or interest** - I know how you are always searching for the purest, safest products for your family- and I know other people are looking for them too.
- I know how you were considering the same thing - wanting more money but not wanting to give up time with your children.

I don't know if this business would be a fit for you, but I don't want you to miss out by not knowing. Can we get together for 30 minutes so I can give you a sense of what it is I'm doing and if it's not for you you'll know exactly what I'm looking for in case you know someone who is looking? What does your schedule look like in the next couple of days?"

ROLE PLAY (a new acquaintance or referral - in person)

You met each other at a network luncheon

"_____ it is nice to meet you. What do you do? **(let them share)**. That sounds interesting - have you done it for long? I would love to exchange cards. I work in the anti aging business with a company called Arbonne. Have you heard of Arbonne?" **No**

"I'm currently looking for people who are willing to compare our NEW anti-aging line with what their currently using – You clearly take great care of your skin **(if this is genuine)**. Would you be willing to try our new line for a couple of days and just let me know what you think?"

Actually, I would love to meet you for coffee and get to know you better to see how we can assist each other in our businesses. I am currently expanding my business and looking for people who are looking to either supplement their income or make a career change and I get a sense that with your personality you might know someone." **Also, ask them questions about what they do – In a networking setting they are there to share their business like you are - This is a great way to meet people to expand your Arbonne business.**

Can I get your contact information? I'd love to schedule a time with you to share about the products and/or the income opportunity. **(Get their info. If they say no, give them your card, but don't count on a call back.)** If you are giving a sample pack - see "placing a sample" under the coaching topics.