

Inviting to a Group/Workshop

You can also use the scripts below to invite someone to attend a self hosted workshop or if you are launching your business.

ROLE PLAY - phone-sit back to back

Warm Market (someone you know)

*"Hello _____. This is _____. Do you have a quick minute? Great! The reason I am calling is because I wanted to invite you to an event that I am having at my home on _____. It is a Swiss Skin Care Workshop. Arbonne just launched this amazing anti-aging line called RE9 advanced. I thought of you because you have always been interested in cutting edge products. The clinicals for this product show proven results in 24 hours. **(Pause - let them reply)**. This is an educational workshop where you will try the products, find out why it works and we'll have a lot of fun. Really it is a fun, educational, girls night out. Please tell me that you can come. **YES***

Great, save this date. It will be at _____. I'll be sending you an email invitation and one by snail mail just in case.

(you can substitute Swiss Skincare Workshop with whatever product you are showcasing - skincare, anti-aging, cosmetics, healthy products)

Role Play - phone-sit back to back

Inviting someone to Your First Few Groups/Workshops

You can also insert your why rather it is excitement about the products or the business.

*"Hello _____. This is _____. Do you have a quick minute? The reason I am calling you is because I am so excited about something new that I have just gotten involved with. I have started my own business with Arbonne International. Have you heard of it? **(Pause - let them reply)**. You were on the top of my list to invite because I know you take great care of yourself and I knew that you would want to know about this cutting edge product." I'm hosting a Swiss Skin Care Workshop at my house on _____ and I would love for you to come. We will be trying the best Anti-Aging products on the market that night. It will be a fun girls night out. This is how I'm launching my business and it would mean so much to me if you were there.*

Can't come:

I'm having another one on _____. Would that work better for you?

Out of town for that one too:

Let me ask you this because I value your opinion - would it be okay with you if I dropped by some samples for you to try for 3 days. Then you can let me know what you think. You will see results from this line immediately.

Role Play - phone-sit back to back

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?"