

Placing a Curiosity Packet

A great way to increase your sponsoring is by handing out curiosity packet to your prospects. A curiosity packet is a folder of information about Arbonne.

- Catalogue
- Sample Pack
- Is This Business For You Document
- Paul Zane Pilzer Document/3rd Party Endorsement
- Arbonne DVD or CD

You should always have a couple of curiosity packets with you at your events or in your car. You never know when you will meet someone who says they are interested in knowing more about what you do. Make sure that you have at least 10 packets put together at all times.

ROLE PLAY: telephone conversation - back to back

This script is for someone on your list who you have not spoken to in a long time. You can also easily adjust this for an acquaintance you might know at your children's school, referral, client or place of worship etc!

“Hi Rita, this is Natalie Gauci. A name from the past, and I can't believe how much time has gone by since we talked. Do you have a couple of minutes? (here you might want to go into a bit of “re-rapport” building. How is your job? Kids? Do you still . . .? Building rapport again would be good but remember why your calling, and know that you want to get to that before call ends and respect their time).

Rita, I could talk to you for hours, and we need to set up some time to catch up, but I want to respect your time right now, and let you know I have something I really want to share with you . . . or I (recently) started a business with a company called Arbonne. Have you heard of it?

NO: I have heard of it but I've never tried it.

NO: I have not heard of it.

Well, I have to tell you I feel blessed that I am the first person to share this with you, because I guarantee you are going to hear about Arbonne in the near future with the way we are growing. Arbonne is a Swiss inner and outer health and beauty company (or health and wellness) that focuses on anti-aging that are cutting edge in the market place.

Rita, I am focused on going to the top with this company. The earning potential is amazing. I am looking for a couple of people who want a change in their lives and are looking for something. I thought of you right away. You are incredible with people, you are so warm and I think you would be good at this. Have you ever thought about doing anything like this?

Rita, I have no idea if this is a fit for you or not, but I would love for you to just take a look at some information and try some product samples. Would you be willing to do that? If the information I give you piques your curiosity great and if not that is ok too you may know someone else who is looking for something like this.

The key to “exposing” them to Arbonne is small pieces of information over a short period of time. Give them the information right away and then schedule a time to follow up in a day or two. Follow up is always the key.

If they say Yes, I have heard of it or Yes I am using it - you are on a fact finding mission to find out if they are working with a consultant. If they are then make sure and respect that relationship if they are not being serviced you can move forward with your conversation.

ROLE PLAY the example of someone saying yes they have heard/tried it

*“Hi Rita, this is Natalie Gauci. A name from the past, and I can’t believe how much time has gone by since we talked. Do you have a couple of minutes? **(here you might want to go into a bit of “re-rapport” building. How is your job? Kids? Do you still . . .? Building rapport again would be good but remember why your calling, and know that you want to get to that before call ends and respect their time.***

Rita, I could talk to you for hours, and we need to set up some time to catch up, but I want to respect your time right now, and let you know I have something I really want to share with you . . . I (recently) started a business with a company called Arbonne. Have you heard of it?

***Yes:** Great, are you on the products? YES. Great, who is your consultant? I don't know I ordered the product once at a party and no one ever called me again. I'm actually running out of product. (At this point you can continue to prospect her).*

*Do you have a consultant you are working with? **Yes, her name is_____.** The next time you talk to her, you should ask her about the income opportunity. I'm sure she would be thrilled to have you on her team.*