

SPONSORING APPROACHES

The Direct Approach

Susan, this is _____, Thea with Arbonne International calling. Do you have a minute? I was so impressed with you the other night at the consultation that I haven't been able to get you off my mind. I'm looking for a sharp person that I can train to work with me to expand this business and I feel you have all the qualities that I have been looking for. Can I meet you for lunch and tell you a little bit about what I have to offer?

Susan, I am really excited about what I am doing. If I dropped off some information and a short CD or DVD by your home/office that explains about my company and tells you a bit about what I am doing, could you find the time in the next couple of days to review the information? This could be something you that might interest you.

Susan, would you be interested in earning some extra money? How does your schedule look over the next couple of days? The reason I ask is that I would like to come over and meet with you for about 20 minutes and let you know what I am doing and why I am so excited about it.

The Opinion Approach

Deana, I have always had a lot of respect for you and the success that you have had with your business. I'm just getting started with a new company right now that I feel has great potential. I would love to have you look at it and give me your opinion. Great. Can we schedule a time on Thursday to talk. I will be looking forward to hearing what you think. **(Give a curiosity packet with CD or DVD and schedule a time to get back together)**

Jan, I just started my own home based business because I feel in love with these phenomenal products I am using and I thought of you because you are someone who _____. Because of that, I really value your opinion and wondered if we could get together so you could give me your opinion of what I am offering. It would mean a lot to me!

The Could You Please Do Me A Favor Approach

Michelle, I've had my own business for quite some time now. I love it because it allows me to _____ (example: be a stay at home mom). I don't know if this would be something you would be interested in, but even if you are not, I bet you know some stay-at-home moms that would like to make an extra \$500 a month working part time. I only want to take 20 minutes of your time, drop off some samples and a DVD for you to watch.

Susan, could you do me a favor? I'm now working part-time with an International Skin Care Company. We are looking for a couple of sharp people to help us expand this area and I thought you would know who I could talk to.

The Who Do You Know Approach

Carrie, I am working with an International Skin Care Company. Who do you know that is sharp and might be interested in a change?

The If I Could Show You Approach

Linda, I have come across an incredible International Skin Care Company that is launching its products nationwide. If I could show you how you could make some great money working part time, would you be interested?

Linda, if I could show you how to make good money working part time out of your home, would you be interested?

Linda, I know how much you love your Arbonne products. Arbonne is expanding in the _____, area and they are looking for some sharp people to help with this expansion. If I could show you how you could start your own part-time business, would you be interested?

The Are You Making All the Money You Want Approach

Cindy, how's your job going? Do you really enjoy it? Do you work a lot of long hours? Are they paying you what you are worth?

The reason I am asking you this is I just came from corporate America myself and I was working a lot of hours and not making nearly what I was worth. So I started looking for a new opportunity and I found something I am really excited about. I am working with an International Skin Care Company and we are looking for some sharp people to help us expand in this area. If I dropped off some information and a short audio/video by your home, would you be willing to take a few minutes in the next couple of days to watch it?

The Do You Ever Think About Doing Anything Else Approach

Michelle, I'm really impressed with you and obviously you've been very successful at what you do. Have you ever considered having your own business? You are so good at what you do. It could be an opportunity for you to make more money and have more freedom?

I am looking for a sharp person like you to help me expand my business in this area. If you are open to considering something new, I would like to sit down with you and show you what I have to offer. I really think it is something you might be interested in.

The Referral Approach

Hello Joyce, my name is _____. I work with an International Skin Care Company. I shared with _____ a little bit about what I am doing. She gave me your name and suggested I talk with you. She thought you might be at a point in your life that you might be interested in making a career change.

Hello Nina, my name is _____, and I am helping with the expansion of an International Skin Care Company. I was given your name by _____ and she told me a little about you. I was so impressed with what I heard; I thought I would give you a call. Nina, do you mind telling me if you are at a point in your career where you would be open to take a look at a new opportunity?