

Scheduling New Consultant's First Presentations

ROLE PLAY - FACE TO FACE

Getting Your New Consultant to Book Their First Presentations:

Ruby, I'm so excited to have you as a new business partner. "Let's talk about how we want to get you started. I recommend scheduling 2-3 back to back workshops to launch your business. You can never get everyone to be available on the same date, so if we schedule a few of them, you'll have a great turn out between all of them. Do you want to do a weeknight or weekend? Morning or afternoon? I'd recommend doing 3 nights where we share with your friends what you are doing, go through a catalogue presentation and then offer them the opportunity to host your first 3 Swiss Skincare Workshops. Some of your friends will buy at your launches but what we really want is for them to host for you. That way, you can meet their friends and expand your warm market. Does that make sense? Great. Let's look at both of our calendars and see what 3 days we are both available. I'm going to be there and do this for you and you. Don't worry I'll help you prepare - we'll practice together so you know how to share why you decided to join Arbonne and give your product testimonial. We call this your 3 minute story."