

Using Your Activity Tracker

You will want to make sure and order your Arbonne Calendar and use the Activity Management Tools to schedule and track your activity. Practice setting an appointment - you decide on the scenario. Role Play with a partner and have someone watching to give feedback. Use the verbiage on the card - just personalize it.

ROLE PLAY a scenario on Flash Cards

- one on one appointment
- Swiss skincare workshop/group presentation
- Coffee appointment to talk about the Arbonne Income Opportunity

Flash Cards - tips for ROLE PLAY

- 2 different set - 3 of each set
- Practice - using the words on the card "take note of area that says expected response" and proceed accordingly
- Opening card
- Disarming card
- Make sure you pause between cards - let the other person speak if they need to - silence may get them to speak.
- Don't end at the objection if you get one. Use your checkmate question before they end the conversation "I understand - before I go , may I ask you one quick question?"
- The checkmate question is "where you fulfill the need" example of a checkmate question: If there was one thing you could change about your skin what would it be? What would make it worth your time to hold a Swiss Skincare Workshop?

The way we find out how much activity we need to do to get the results we want - we log it in.

In your Arbonne calendar for each day you can log in as you are making your calls.

Dot: When you call

Slash: When you ask

X: When you set

Make 3 contacts a day to people who do not have an Arbonne ID#

Your goal is to set 1 appointment for every 3 calls

What you are going to find is one of two things:

1. You need to do more activity.
2. You need to change your goal.

We usually find out we need to make more contact or make more calls or get better at what to say when we are on the phone.

Look at your leads or the names of the people you are calling.

Purpose of the call - book an appointment for product, follow-up, a workshop/group/one on one or show the income opportunity. Take out the appropriate cards and be ready to use them to help you through the conversation.

The more appointments you book and hold the faster and longer you will be in momentum. Appointments are the lifeblood of your business.