



# GETTING STARTED GUIDE

*welcome to our team*

## OUR MISSION:

TO POSITIVELY IMPACT THE LIVES OF OTHERS THROUGH  
HEALTH, WEALTH, AND OUR SUPPORTIVE COMMUNITY.

# GETTING STARTED

## checklist

### 1 BE A PRODUCT OF THE PRODUCT

Most people order these first:

- 30 Days to Healthy Living #1229 or Daily Gut Reset #1114 (plus add a bag of protein)
- DermResults Advanced Skincare #3920



### 2 WATCH OPPORTUNITY VIDEO

- Write Why Story
- Write 40 Person List

### 3 SCHEDULE AND PLAN LAUNCH EVENTS

- Pick 2 back to back dates within your first 7-10 days
  - Launch 1: \_\_\_\_\_ Launch 2: \_\_\_\_\_
- Don't prejudge. The more you invite, the better. Your upline will do the work. Your job? Get people there to hear the whole Arbonne story. This is your on the job training!

Invite Graphics

- **How to invite to your events:** (use 40 Person List)
  - For best results, call or voice text (limit to 1 minute), texting is last resort.
  - *Hi (first name)! I am so excited. I decided to become a consultant and build my business with Arbonne because... I can't wait to share more about this with you because... I'm having a get together on (Date and Time) or (Date and Time). It would mean the world to me if you'd come listen! Which day works best for you? \*Include invite graphic*
  - **Can't make it? Ask for a call/coffee date:** *I totally understand! Are you free (day) or (day) this week for 15 minutes to pop on the phone with me (or meet me for coffee) so I can share more? At the very least, you'd be doing me a favor by helping me become better at sharing!*
  - Your upline will be with you to model all of these activities while you learn!

INVITE

1:1  
APPT

1. PC  
2. HOST  
3. IC

SAMPLE

VIDEO

### 4 GETTING INTO MORE ACTIVITY

- Ask 4 friends to be a connector and pick dates in your first 30 days
  - Connector 1: \_\_\_\_\_ Connector 3: \_\_\_\_\_
  - Connector 2: \_\_\_\_\_ Connector 4: \_\_\_\_\_
- Schedule your Zoom event for out-of-towners
  - Date and Time: \_\_\_\_\_

Presentation Script

Verbiage Help

### 5 IN THE MEANTIME... START USING SOCIAL MEDIA

- Make your first post
  - See our Social Media starter sheet for guidance
- Someone wants info?
  - Share screenshots with your upline to help you craft great responses.

SCHEDULE YOUR  
1 HOUR STRATEGY SESSION  
WITH  
YOUR UPLINE  
WITHIN 48 HOURS

Examples  
Here

*CREATE YOUR 2 MINUTE*

# WHY STORY

This is what you will share at every event and 1:1. People are more likely to support you when they know why you're doing this. Share with your upline when you're done!

ABOUT YOU: NAME, WHERE YOU'RE FROM, WHAT DO YOU DO NOW/USED TO DO

HOW WERE YOU INTRODUCED?

WHAT ARE THE INITIAL ATTRACTIONS YOU HAD?  
(FOR EXAMPLE: FLEXIBILITY, MORE INCOME, WORK FROM PHONE, COMMUNITY...)

WHAT ARE THE INITIAL HESITATIONS YOU HAD?  
(EXAMPLE: I DON'T HAVE TIME, I DON'T HAVE MONEY, I DON'T KNOW ANYONE...)

WHAT ARBONNE HAS DONE FOR YOU?  
(JUST STARTING? BORROW YOUR UPLINE'S STORY1)

WHAT ARBONNE IS GOING TO DO FOR YOU?  
(FOR EXAMPLE: MORE TIME, PRESENT PARENT, QUIT JOB, TRAVEL, PAY OFF DEBT...)



# 40 PERSON LIST

STAR YOUR TOP 10



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**MEMORY JOGGER:** FAMILY, FRIENDS, COWORKERS, ACCOUNTANT, ATTORNEY, BABYSITTER, BARTENDER, BLOGGER, BRIDESMAIDS, CHIROPRACTOR, CHURCH, COLLEGE STUDENTS, COUSINS, DENTIST, DOCTOR, ESTHETICIAN, EVENT COORDINATOR, FINANCIAL PLANNER, GYM, HAIR STYLIST, INSURANCE AGENT, INTERIOR DESIGNER, LAWYER, MILITARY, NAIL TECH, NEIGHBORS, NURSE, PHYSICAL THERAPIST, REAL ESTATE AGENT, SCHOOL, SORORITY, SPORTS, SERVER, STAY AT HOME MOM/DAD, TEACHER, TRAINER, WEDDING PLANNER

★ *STARTER SHEET FOR*

# SOCIAL MEDIA

Social media is just like advertising. It's a way to reach more people and show them what you are doing and why you are doing it/loving it/recommending it... Use social media as a tool. Share your heart - share why you decided to be a consultant, what do you love about the products, how have they made you feel, what do you love about this business, what are you excited for, etc!

## YOUR FIRST 3 POSTS:



*Pull your audience in:  
"I took the leap and started something new!  
Thank you to my friend (name) for  
introducing me to a simple way to make  
myself a priority. More to come tomorrow!"*

*What are you doing & why you are doing it:  
  
Example: "I added in some new healthy  
habits because I wanted something simple  
that I'd actually follow. Turns out, I found the  
perfect solution! This amazing product has  
everything - a full serving of fruits & veggies,  
prebiotics, probiotics, digestive enzymes, and  
all the good stuff like biotin, hyaluronic acid,  
and vitamin C. It's been a game-changer for  
me, helping with bloating, glowing skin,  
digestion, nail and hair strength, mental  
clarity, energy levels, and so much more.  
Can anyone else relate or am I alone on this  
journey?"*

*Celebrating your business launch:  
  
"Tonight we cheered with fizz to...  
deciding to partner with Arbonne! I have  
been thinking about joining but of course I  
had some hesitations (name 3 here). I've  
learned that you're never too young, too  
old, too busy, or too good to start  
something that your future self will thank  
you for. I'm so glad I put every excuse aside  
and signed up.. I love the products. I believe  
in the brand, their mission, and what this  
can do for me and my family. Can't wait to  
keep sharing my venture with you. Thank  
you to everyone who came to my launch  
tonight! My next one is \_\_\_\_\_.*



# VERBIAGE HELP

5 parts to an ask

WHAT YOU NEED → WHY YOU NEED IT → WHEN YOU NEED IT → WHY YOU THOUGHT OF THEM → IF I... WILL YOU...

## BUSINESS

Peyton, I hope you're doing amazing. I wanted to reach out to you because I've decided to become a consultant and build a business because... I immediately thought of you because... I don't know if it'd be a fit for you, but if I take you to coffee/we pop on a 15 minute call with my mentor (name), will you hear me out? At the very least, you'd be doing me a favor by helping me become better at sharing!

## FOLLOW UP

Bella, thank you so much for your time (watching the video, coming to our event, trying samples). What intrigued you the most? I value your opinion and would love to help you take the next step/get your hands on the products! Do you have any questions I can answer for you first?

**FUN FACT:**  
80% OF SALES ARE MADE  
AFTER 5-12 CONTACTS

Hey Gwen... me again 😊 I didn't want you to think I forgot about you!! I wanted to check in like I said I would! I would love to help you take the next step/get your hands on the products! Do you have any questions I can answer for you first?

## CONNECTOR

Hi Kristi! I have a quick question- need your help! I'm so excited because I just started a health and wellness business and grow through word of mouth. Would you be willing to have a few of your friends together for a healthy happy hour for me this month? If I promise to make it fun, do all the work, and make it worth your while, will you get 4-5 friends together this one time?! It would mean the world to me!

## SAMPLES

Hey Liz! Listen! I only give out a limited amount of samples to people I know won't leave them sitting on their kitchen counter, haha! If I give you one/mail you one tomorrow, will you be willing to let me follow up in the next couple days? I'd love to hear what you think!

## REFERRAL

Hey Morgan! I know you're loving your Arbonne products! It means the world to me to help you and this also really blesses my family. You may not know this but I build my business on referrals from great clients like you. If I promise to give you an amazing discount on your next order, will you connect me with a friend or two that you believe would benefit from Arbonne? Thank you for considering me!

## DAILY GUT RESET

**Invite:** I don't know if you're feeling anything like me, but I'm starting a mini gut reset for anyone who wants to feel better/take control of their health with me. I thought of you because... (fill in the blank). Are you looking for more energy, less bloating, lose unwanted weight, remove the brain fog, or do you know someone who is? You can make this as simple or as strict as you want— do you want to be included? Happy to send some info!

**Info:** I'm excited to tell you about the new duo!! I do it daily and absolutely love it. The daily gut reset consists of your choice in flavor of our B vitamin energy fizz (there's also a caffeine free option) + our new greensynergy elixir which is a 3-in-1 of our greens, collagen builder for hair/skin/nails, and prebiotics + probiotics for de-bloating + gut health... it's also citrus flavor so it's delicious! It's an easy combo that if you did nothing else for your health each day... I recommend this! Most are also adding a bag of our meal replacement protein designed for weight loss so they have a full reset. I'd love to help you get ordered and into our healthy habits club launching the 9th!