

2 x 2 x 2 x 2

Activity Success SYSTEM

EACH WEEK

Consistently HOLD (2+) 'Host' Events (you may have to schedule 3-4, to insure at least 2 hold successfully!)

TIP: Learn how to coach your HOST successfully, to insure that she is a positive influence on the guests she's inviting. She is your BUSINESS PARTNER! (See Laura Harry's Host training on www.donna.myarbonne.com)

Consistently HOLD (2+) One on One Appointments. (2 minute appointment at the DROP, schedule the 20 minute appointment within 3 days "before" you leave the DROP)

TIP: At the DROP, ask them to "use this exclusively for "3" days, and we'll connect on the 3rd day for a 20 minute appointment. You won't believe how your skin is going to feel! By the way, there's a magazine here for you, (Give them either the 'Success from Home' or 'Empowering Women' magazine that Arbonne is featured in.) if you spend some time reading it before I come back in three days, I'll have a gift for you!" When you come back in 3 days, if they've read the magazine, give them a mini foot or hand cream.

At PICK UP, do a 20 minute Presentation

Consistently hold (2) Sponsoring Interviews/Appointments/wk

At your appointments (both your Host Events, AND your One on One Appointments, you'll meet people who are interested in the business. These are the people you hold sponsoring interviews with. Give them the GREEN PROSPECTING FOLDER at the time they are introduced, then schedule the sponsoring interview within a few days, while they are still curious.

EACH MONTH Consistently have (2) people in qualifications for District Manager (it may be their 1st, 2nd or 3rd step, but keep DM's flowing through your pipeline!

TIPS: Once you are consistently holding 2+ hosted events per week, it's easy to find those to do one on one's with (because the host will always tell you about people who were "suppose" to be there, but couldn't.) These are "perfect" candidates for a Gold Bag drop! Once you are consistently holding 2+ Events, AND 2+ One on One's per week, you will NATURALLY find your 2+ people to interview. When you are consistently doing 2x2x2, you'll naturally find biz builders to launch into qualifications for DM, which gives you your final 2, in the 2x2x2x2 success formula! Try it, be consistent, and give it a chance to work. Once you become a DM Making machine, you'll naturally start promoting Area MGRS, RVP's and NVP's!

CHECKLIST FOR NEW BIZ BUILDERS DOING HOSTED EVENTS
(Choose Event from ‘Pick a Party’ list)

*(10) HOST FOLDERS for those who schedule

CONTENTS: CATALOG (other tear sheets of interest)

HOST SUCCESS CHECKLIST w/GUEST LIST

ORDER FORMS (to collect outside orders)

SAMPLES

INVITES (decide how they’ll invite, such as e-vites, postcards, phone, etc)

ARBONNE NOW BROCHURE / CD

*(10) PROSPECTING FOLDERS for those who show interest in the business

CONTENTS: ARBONNE NOW BROCHURE / CD

EOA’s of your upline VP’s or any favorites

“Success from Home” or “Empowering Women” Magazine

Trump/Kyosaki article and/or Paul Zane Pilzer Article

START NOW 3-easy steps flyer

APPLICATION

Invitation to either a call, event or Sponsoring Interview

WHAT TO GIVE YOUR NEW SPONSOR WHEN THEY SIGN UP:

*ACTION PLAN WORKBOOK (so they can start training before their starter kit arrives)

*1-2-3 Getting Started CHECKLIST & Stay connected Flyer

*Remind them to listen to the NVP’s “Welcome Call” within 24 hours, before their Starter Kit arrives

*Invite them to an Event

*Schedule appointment to “Launch” their business when their order & Starter Kit arrives

ADDITIONAL TIPS:

*Order Sea salt scrubs, and mini – foot/hand creams for referral and host gifts

*Purchase a ROLL of “Yellow Ribbon” for gifts at Biz Launches *Order Business cards / myarbonne website