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AREA MANAGER ORIENTATION

By: Donna Johnson, ENVP, Independent Consultant

I'M AN AREA MANAGER, NOW WHAT? WHAT IS MY ROLE?

1. Participate as a trainer in your Area and Region. Leadership is Action, not position.
2. Hold an area meeting monthly with your group. Provide leadership experiences for your management team.
3. Attend any meetings within driving distance. NTC is a must for leaders!
4. Work your business 6 months in advance—what you are doing or not doing will show up in 6 months, so plan your success. *“Who will I be promoting 6 months from now?”*
5. Spend daily self-development time.
6. Edify the company and your organization.
7. Realize you set the tone—if you don't go for the incentive, they won't either!
8. Be flexible—avoid dictatorship.
9. Discipline your disappointments and manage your expectations—don't let your feelings get the best of you!
10. Be teachable—realize that someone else might have a better perspective.
11. Get out of your office—network! *“You have to circulate to percolate.”*
12. Know when to let go—never abandon your people, but do put them on the back burner! Give your time and energy to your Gold Ships. *“I match my time with your effort.”*
13. Visualize and act the part you want. Act “as if” you are already a RVP.
14. Commit to your future. Say, “Whatever it takes” or “No Matter What”, mean it and do it! “One more action” will sometimes push you over the top.
15. Identify the leaders in your organization and work with them no matter where they are in your organization. (This will create momentum.)
16. Communicate with your key people on a regular basis. (1-3X a week.)
17. Teach your DM's to troubleshoot with their consultants, and then come to you. If you can't solve it, go to your RVP.
18. Build for events. If you are alone in your area, create an event.
19. Understand that anything you do or say is a reflection of who you are and where you are going.
20. Pass negatives up and positives down!
21. Recognize what you want repeated. *“People work more for praises than raises!”* (Post cards, phone calls, etc.)
22. Manage yourself and lead your team! Spend 1/3 of your time on personal sales and sponsoring, 1/3 on working in your district, and 1/3 on promoting out DM's!

23. Know that if *“it’s to be, it’s up to me!”* Take responsibility for your results. Ask yourself, *“What mode am I in? Blaming? Justifying? Or building?”*
24. Lead by example. *Be willing to do what you ask others to do. “The speed of the leader is the speed of the pack!”*
25. **Set the next goal: \$20,000 + 10 new \$150+ consultants and earn your \$400 Area Manager bonus. Create your Plan of Action to promote to RVP.**

What does a \$10,000 a month Area look like?

- 100 Consultants ordering \$100 a month Autoship
- 50 Consultants retailing \$200 a month (\$50 a week)
- 25 Consultants retailing \$400 a month (\$100 a week)
- 20 Consultants retailing \$500 a month (\$125 a week)
- 10 Consultants retailing \$1,000 a month (\$250 a week)
- 5 Consultants retailing \$2,000 a month (\$500 a week)

Can you see the importance of finding individuals who want to retail and have that right now money?

Could you create \$500 in volume working only 1 day a week?

LEADERS MAKE A DIFFERENCE

One leader creating an organization creates growth and momentum:

Your Central District and 3 first gen. promoted Districts each doing \$3,000 would create a \$12,000 Area.

Those same 4 Districts (your central plus 3 promoted first generation) striving to earn the \$200 volume bonus, will create \$20,000 in Area Volume and 10 or more new \$100 consultants which will give you the \$400 bonus and put you half way on the path to \$40,000 and RVP.

GET EXCITED ABOUT YOUR POTENTIAL INCOME

Know and understand the activities that create income for you!

ACTION SUPERCEDES EVERYTHING!