

CLOSING YOUR EVENTS with our enhanced ARBONNE INVITE program!

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BENEFITS of the ARBONNE INVITES PROGRAM:

- Both the CLIENT and the HOST receives the \$100 for \$20! That's right!
- When the Client orders \$250 or more, she gets the \$100 for \$20. Then when the entire Event Order is totaled the HOST ALSO gets to receive \$100 for \$20 for each \$250 in Sales.
- For instance, if the EVENT TOTAL COMES TO \$1000, the HOST receives \$400 in product for \$80
- The Consultant earns approximately \$350* in commissions for her RIGHT NOW MONEY!
- **IMPORTANT:** These specials are ONLY available through the Arbonne INVITE Event Management System creating a "CALL TO ACTION" at your events for your guests to ORDER at the event! Isn't that exciting!
- These specials are NOT available through 1-800-arbonne, or shop online. The purpose is to support your business building "EVENT" activities as you retail, schedule, sponsor, and BUILD!

Note: this is an idea on how to close your presentation by using 3 ways to win.

WIN/WIN for all!

Clients WIN, they receive 80% off an additional \$100 in products w/their \$250 RV order!

Hosts WIN, they receive great savings, 80% off as well!

Consultants WIN, they receive RIGHT NOW MONEY (commissions) that range anywhere from \$75-\$600 and up per event. While they are building their volume, they're usually sponsoring the host (if you are hosting 2-3 presentations per week, that could be as many as 12 new Consultants sponsored per month!)

Your calendar will be FULL, because EVERYONE will want to SCHEDULE when the GIFTS are so GENEROUS for both CLIENTS & HOSTS!!!

DM's, AM's, RVP's, and NVP's are all CONSULANTS! That means this RIGHT NOW MONEY will be in addition to income on your monthly override check!

SUGGESTED CLOSE:

"Thank you, and I am thrilled you are enjoying what you're learning about Arbonne! I can't thank you enough Mary, for hosting today, you have such wonderful friends! OK, now's the fun part for you to see how YOU can experience Arbonne with GREAT SAVINGS!!!"

*First, our ordering special tonight! When you place a \$250 retail order tonight, you'll be able to pick out another \$100 in products of your choice, for only \$20! **Since this SPECIAL is only AVAILABLE through our ARBONNE INVITE EVENTS PROGRAM, this \$20 Special is only good for tonight**.** Plus, there's more! I know that you all had so much fun tonight that you'll want to host an event of your own, and share Arbonne with YOUR friends! We can do the theme we had tonight, or you can "Pick a Party," such as 'peel party, Hollywood Makeover night, Mother/daughter, etc.' For those of you that place your order tonight AND book an event with*

*me to be held within the next two weeks, I'll give you the \$100 for \$20 absolutely FREE, by gifting you with \$20 at your event!***

We have the most generous hosting GIFTS in the industry, giving our HOSTS an 80% discount! With every \$250 in sales generated at your event, you'll receive \$100 for \$20, for every \$250 in sales. So for instance, if your event comes to \$750, you'll receive \$300 in products for only \$60!

There's more, the 3rd way you can WIN with Arbonne, is to do what I do. If you'd like to learn more about adding another income stream to your budget, I'd love to share more information with you about the Arbonne Consultant Opportunity. There are Multiple Streams of Income in Arbonne, and when you love what you do, you'll never work another day in your life! How would extra income help you? Can you believe I'm paid to have fun with you all tonight? Let me know if you're curious when I help each of you afterwards, and I'll give you one of my 'CURIOSITY' packets, so you can do your due diligence. If you are interested in finding out more about being a Consultant, but first things first, you'll want to PLACE AN ORDER TONIGHT, so you can fall in love with the product, and you'll also want to HOST YOUR OWN EVENT, and invite your friends.... as your EVENT is a great launch pad for your own business from the bookings!"

"I know that Mary has some refreshments. I'm going to help each of you with your orders, to find the best fit for you, who needs to get going first? Great!"

IDEA: If a guest shares that \$250 is out of her budget, suggest that she share an order with another guest, to share the \$100 for \$20, and receiving \$50 or \$10. This is an obvious time to also share the HOST and CONSULTANT OPPORTUNITY as well!

Close the orders & schedule your future presentations. Have hosts packs ready to give to those who schedule, and set up a time to follow up with a 'planning call' within the next 24 hours (see Laura Harry's 'Host Coach Training.') NOTE: Whatever invite system you were using BEFORE, Arbonne invite, please continue using, for that personal touch. (event flyer, personal phone calls, etc) Since the only ability you have to PERSONALIZE the Arbonne invite system is with the 'subject line,' I would use the Arbonne INVITE program as a 'reminder,' and also for your ordering within 72 hours after the event, so that you can take advantage of the 'double' \$100 for \$20's!

AT THE END, SIT DOWN WITH YOUR HOST

"Mary, I'm so excited! Your friends LOVED Arbonne, and received some great specials! Now it's time to show you what YOU earned! Thank you so much, I had such a good time. We had over \$750 in orders tonight, so that means you get to pick \$300 in products of your choice for only \$60! (if applicable: Also, since you placed your \$250 order at Sandy's last week, you receive a \$20 rebate, so you'll receive \$300 for \$40.) I'm so pleased that two of your friends decided to schedule an event of their own! Mary, I was wondering if you've given any thought to building an Arbonne business? I think you'd be great! I earned approximately \$265 tonight, and that's just my 'right now money,' I also receive monthly overrides... if you decided to build a business, we could use those two bookings for you to launch your business. You'd have*

appointments already waiting for you with these two bookings! That volume alone could actually put you into qualifications for our 1st level of management, District Manager.

Does that interest you?"

If she says 'no' to 'business building,' share with her that one of the benefits of becoming a consultant is the 35% savings, and the easy online ordering with no quotas. (If they don't want to sign up) *"Mary, that's fine, you know as your consultant, I'll always give you great service, and when you re-order, I'll always treat you well as my preferred client. You've been so wonderful referring more people to me, and I appreciate you!"*

If she says 'yes' to 'business building,' then say, *"With the bookings from your event, you'll continue to build your business, to look for your next business builder! Remember, some will, some won't, so what, next. While you are looking and sorting for your business builders, you are making 'right now money' by building your clientele. Your clients have a great incentive to HOST to help you meet MORE PEOPLE because of our fabulous 80% DISCOUNT host REWARDS! Remember, for someone wanting to 'SHOP & SAVE' the 80% discount is even more generous than our own Consultant Discount! That's how much we VALUE our HOST!"*

*Based on the clients ordering Retail (less her expenses)

** This is not and Arbonne verbiage, if is simply an idea for you to work with the Client and Host gifts with the ARBONNE INVITE program.

** By offering the special "TONIGHT ONLY" will create a sense of urgency to order that night, since the Arbonne INVITE program must be entered online within 72 hours of the event. With a \$250 RV order, the Consultant earns 35% commission = \$87.50. If the consultant chooses to rebate the \$20 at the event the client Host's, it will come out of that \$87.50, for a total of \$67.50 profit (minus your expenses)

MORE TIPS FOR ARBONNE INVITE PROGRAM:

We will be using the word "BUCKET" to describe the entire Arbonne Invite Order Processing System. We will be using the word "CATEGORY" to describe what person within the Bucket, you'll place the order.

*Each Client Order will be entered separately, and will be shipped directly to the client! She is now your client, and has a client ID, give her great service! (If a client places a small order, and doesn't want to pay the shipping, you can enter her order either in the CONSULTANT CATEGORY (like today) or in the HOST CATEGORY) Remember, each CLIENT CATEGORY will only take ONE Credit card, but the Consultant and HOST Category will Take multiple credit cards. Orders that are placed under the CONSULTANT CATEGORY will be delivered where you designate (as is today). The orders under the HOST CATEGORY will be delivered to the host, so she can be responsible for delivering the smaller client orders to her guests!