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NEW DISTRICT MANAGER ORIENTATION SPIRIT WINGS SUCCESS CHECKLIST

By: Donna Johnson, ENVP, Independent Consultant

- *Participate in Spirit Wings Nation Monthly Teleconference Manager Call for SW MGRS, and Mgrs. In qualification. 2nd Wed. of every month.
- *Complete the "Leadership" Modules at Arbonne University.
- *Plug your team into the ACTIVITY SYSTEM! Raise the Bar of Expectation!
- *Hold District Trainings, participate in upline events, and make sure all new consultants in your Central District plug into their "Getting Started" training 24/7 call within the first 48 hrs. After they've completed that step, follow up asap, to plan their business launch, and get them into activity! Remember, someone who says they want to go straight to the top, is not a true blue business builder, until they get into activity, with Results! The expectation is: District Manager in their 1st Mos, either one step, or first step!
- *Always have on hand: (10) Action Plans for your to give your new Business Builder, at their Registration. This get your Business Builder "learning" even before their starter kit and products come in!
- *SPIRIT WINGS LEADERSHIP COMMUNICATION SYSTEM:
Create your District's Address Book: I suggest (2) Folders: Consultants & Business Builders. As your NVP, I have all MGRS in my address books for communication. When you receive communication from me, or your upline, you can forward the email to the appropriate Address Book (Con or BB). WHEN YOU NEED HELP: 1st can your consultant solve their own problem? Go directly to Arbonne? If not, seek upline DM first, then upline AM, RVP, or NVP.
- *ARBONNE.COM & WEBSTATS: Familiarize yourself with all the features of the Arbonne Website, including Webstats. As a Mgr, you'll be able to get info from here regarding you and your team's renewal, new sponsors to welcome, ASAP, Performance Account. Etc. Track your sales for bonuses, promotions & RSVP's for you AND your team.
- *ARBONNE UNIVERSITY: Graduate from AU, if you haven't already, and become an ALUMNI! We have a special Monday morning call, for our ALUMNI TEAM!
- *PROFESSIONALISM: Create a Culture for your team: Recognition, Coaching, & Motivating. Have a separate line w/professional greeting, & 3-way calling. Be organized, and follow a duplicatable system.

DISTRICT MANAGER ORIENTATION

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I'M A DISTRICT MANAGER, NOW WHAT?

What is my Role?

Set the next goal: Strive for \$5,000 + 5 new \$150+ consultants, so you can earn your \$200 District Manager bonus. Create your Plan of Action to promote to Area Manager.

1. Be the #1 Consultant in your district.
2. Make regular presentations – use a “to do list” and daily planners
3. Attend any event within driving distance—NTC is a must!
4. Spend daily self development time
5. Edify the company and your organization
6. Discipline Your Disappointments—don't let your feelings get the best of you!
7. Be teachable—ask your upline for feedback and coaching.
8. Lead by example.
9. Know when to let go and move on.
10. Visualize and act the part you want and are becoming.
11. Say, “Whatever it Takes!” Be committed.
12. Identify future managers and help them qualify.
13. Be a great communicator with your group on a regular basis. Positives--down, negatives—up!
14. Always chase your consultants business at least 4 levels down
15. Assist consultants with troubleshooting—first to Area, then RVP.
16. Spend 75% of your time on personal sales and sponsoring, 10% on working in your district, and 15% on promoting new district managers.
17. Realize that you set the tone—Speed of the leader, speed of the pack!
18. Be professional. Anything you say is a reflection of who you are and where you are going.
19. Realize that we are in the events business and build for them. If you are alone in your area, have one big event every other month and a district meeting at least once a month. Hold and attend Opportunity Meetings.
20. Read your 21 Reasons Why often as affirmations and keep yourself at 80% excitement level.
21. Always be willing to ask yourself, “Am I in a blaming mode, justifying mode, or a building mode?”
22. Don't wait for your people to make it happen for you, you make it happen!
23. Duplicate yourself—if you were looking for a job, would you hire yourself? What would your team look like if they were all like you?
24. Welcome New Consultants to your District. Provide Getting Started Training.