

REGIONAL VICE PRESIDENT ORIENTATION

By: Donna Johnson, ENVP, Independent Consultant

“I’m an RVP.....NOW WHAT?”

Set your next goal: Strive for \$60,000 with 30 new \$100+ consultants to earn the \$600 RVP Bonus. Create your Plan of Action to promote to NVP. *Are you a ROUND WORLD or FLAT WORLD Thinker?*

MOST IMPORTANT: Keep the foot on the gas of your personal business. Keep doing the things you did to get to RVP! Your team is watching you, give them a good show! You set the pace. Focus on your own personal calendar, sponsoring & asap pts. Be a DM-making machine!

PARTNER WITH YOUR NVP on the following:

1. Continue to Identify Leaders in your entire downline. Who will be your first promoted RVP? Build WIDE as you Build DEEP.
 - a) Master Mind
 - b) Management Empowerment Class
2. Keep the team unity, vision, and team spirit alive by staying in ACTIVITY!
3. Create a system for welcoming new consultants into your Region to culture relationships and Team Spirit. Plug them in to your Nation’s Getting Started Welcome/Accountability System. Understand Attrition, and KEEP SPONSORING!!
4. Create fun & challenging recognition and incentives in your Region
5. Develop a Communication System
 - a) Managers: Monthly Manager Meeting / Conference Calls / Fireside Chats
 - b) Consultants: Newsletter, Website, E-mail, Conference Calls, Get-togethers at Arbonne Conferences
6. NTC and Local Arbonne Events: Not an option, you’re expected to be there to Support your team and the company
7. Welcome Packet for new District Managers within your Region / New Manager Orientation
8. Spend MOST your time on your personal Sales & Sponsoring, & the rest of the time working within your Central District, your Central Area, your Central Region. Remember that an effective way for you to train your team is to have them SHADOW you at your OWN personal appointments! Building & Training at the same time.
9. Edify the company, your upline, downline and sideline consultants, managers and VP’s. Pass your negatives up, and positives down. Do not negatively influence sideline VP’s and Consultants
10. Uphold and teach ethics and integrity within your business

“Do the right thing, in the right way, for the right reason”
11. Car Presentation: Whatever celebration you schedule, it is your financial responsibility. Arbonne provides the bow on the car. Usually, your upline may contribute as well. It’s

important that your Car Presentation not only be a Celebration to recognize your new Region, but also as a tool to build your business by having it as an Opportunity Meeting. TIPS: Keep it fun, simple & affordable, so that you can invite your entire organization, guests, prospects, and consultants not in your organization. Often, the Mercedes Dealership will allow you to host it in their showroom. Keep refreshments light and simple (punch & cookies)

12. Stay Current and Familiarize yourself with Arbonne's Products, Comp Plan, Policies, Procedures, Campaigns, Promotions, Specials and Incentives.
13. Work closely with your NVP and Corporate, participating in National and Company events.
14. Always be "under construction". Learning & growing personally and professionally to maintain Energy, Balance and the Drive to get things done!
15. Keep your enthusiasm and attitude elevated. The ripple effect of a Leader's enthusiasm and optimism is awesome. So is the impact of cynicism and pessimism. Share the attitude that says, "we can achieve awesome goals, and we can be the best".
16. Effective leaders understand the KISS principle, Keep It Simple, Stupid. They articulate vivid, over-arching goals and values, which they use to drive daily behaviors and choices. Their visions and priorities are compelling, not buzzword-laden. Their decisions are crisp and clear, not tentative and ambiguous. They convey an unwavering firmness and consistency in their actions, aligned with the picture of the future they paint. The result: clarity of purpose, credibility of leadership, and integrity in organization.
17. BUILD LEADERS/Delegate Authority: Use your meetings and conference calls to develop and prepare your consultants for management. Counsel and encourage them to take on the leadership role.
18. Realize your position is the pinnacle of success and people are watching, give them a good show! Arbonne leaders are known throughout our Industry as the very best example of professionalism and leadership. Keep the tradition going!

What does a \$60,000 a month Region look like?

- 600 Consultants ordering \$100 a month Autoship
- 300 Consultants retailing \$200 a month (\$50 a week)
- 150 Consultants retailing \$400 a month (\$100 a week)
 - 3 Area Managers (you plus 2 others) doing \$20,000/mos. (Bonus Level)
 - 12 District Mgrs. (you plus 11 others) doing \$5,000/mos (Bonus Level)

Help your Area Managers Promote to RVP, and you'll promote to NVP! Always make sure that your Central Organization is stronger, or as strong, as your Downline organizations (limit on volume from each leg to promote to next level, see Successplan)

GOAL: Your Central District Volume = Area volume (\$10,000)

Your Central Area Volume = Region Volume (\$40,000)

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