

Creating Your Strategy

A plan to help you gain momentum quickly
(To be completed with your Sponsor before your starter kit arrives)

Name: _____ Date: _____

Personalizing Your Business Plan

1. Tell me what part of the business excited you the most when you decided to join our team.

2. What are the 3 main reasons why you want to make this business work for your family?

3. What would you need to earn per month to make that happen?

How would you feel to achieve that level of income?

What would happen if you don't?

4. How many hours a week can you carve out of your schedule so I can help you accomplish your hopes & dreams?

5. Are you willing to be 100% coachable? (Open minded, understanding our system has been time-tested, utilize tools, plug into calls and local DAs & training). _____

6. How fast do you want to move in your business?

- 1-Walker (5 hours/wk)
- 2-Jogger (5-10 hours)
- 3-Runner (10+ hours)

_____ # of hours willing to work has to match 1, 2 or 3. This sets expectations for your sponsor and yourself on achievement goals.

With your desired income, and hours you can commit, the Personal Business Plan that works for you is: _____

Your Contacts

CONTACT LIST – LOCAL (*within driving distance*):

Keep this list with you and continually add names as you think of them!

Invite to your initial business launch (Use Editable Business Launch in step #2 in 'Welcome to the Team 1-2-3 document'). Always INVITE FIRST, then send the Invite afterwards as a reminder (FB private message, text, email, or print & give in person). How to invite: private message, text, in-person or call: *“Mary, I’ve always wanted to be an entrepreneur and I’m excited to share I’m starting my business with Arbonne. It would mean the world to me if you would come to my LAUNCH! I’m having 2, (give dates/times) which one can you come to?”*

If they can’t attend your launch, say:

“No worries, I totally understand, here’s what I’m doing with those that can’t attend, I’m offering a 2-day VIP Fit Kit. If you promise not to throw it in your ‘junk mail pile’ and use it exclusively for 2 days, may I gift you one?.” (If they are long distance, you can mail the VIP Fit Kit and zoom/skype or Facetime them for a follow-up appointment).

GOAL: Between your LOCAL and LONG DISTANCE CONTACTS, invite a minimum of 40-60 people. Half will usually be able to attend (live or Zoom) and the rest you can schedule VIP Fit Kit’s. This should give you a full calendar and put you in qualifications for District Manager. Remember, your launch attendees & one-on-one’s ALWAYS lead to: sponsoring, PC’s, hosts and referrals.

Name:	Contact Info:	Notes

