

# My Personal Strategy

Name \_\_\_\_\_ ID# \_\_\_\_\_

## My Upline:

Sponsor: \_\_\_\_\_

DM: \_\_\_\_\_

AM : \_\_\_\_\_

RVP: \_\_\_\_\_

NVP: \_\_\_\_\_

After reviewing the Success Triangle/Business Summary with your sponsor, where do you see yourself?

- Retail Consultant: \_\_\_\_\_ (income from selling product)
- Business Consultant: \_\_\_\_\_ (multiple streams of ongoing income from selling product and building a team)

## My Income level:

What income level per month do you need to create with Arbonne ?

Right now? \_\_\_\_\_ Long Term? \_\_\_\_\_

## My Schedule:

- How many hours a week will you devote to your business? \_\_\_\_\_
- With your strategy and willingness to learn the skills, in your Arbonne Business; What would you do if you knew you couldn't fail? \_\_\_\_\_

Launching My Business: Choose 3 Dates for your launch, workshops or group presentations (with the help of sponsor)

1st: \_\_\_\_\_ 2nd: \_\_\_\_\_ 3rd: \_\_\_\_\_

## My Action Steps:

- 100 Name List - in the Action Plan (start with first 20 people that come to mind that you want to invite to your launch and first practice workshops or group presentations)
- Go over script and practice with your sponsor what to say when inviting your guests.
- Out of the first 20 names who would you like to join you in building an Arbonne business or host a workshop for you?

## From Your Launch and First Three Workshops or group presentations:

- Goal is to book 2 more workshops /group presentations from each of the first 3.
- As you build your team, who would you like to have on your team?
- Why do you think they would be interested in the income opportunity?

## My Why:

Write it out and put in Action Plan. The reason you decided to build an Arbonne Business. How will your life or situation change?

(Your sponsor will help you with your "Why" - you will want to share this when you call to invite people to your workshop - see scripts)

Action Steps and Dates:

- Date you will make your calls to invite to your launch, workshops or group presentations \_\_\_\_\_
- Date you will send invitations via email \_\_\_\_\_
- Date you will attend a live Getting Started 1 Workshop or View GS Webinar \_\_\_\_\_
- Date you will go over tips for self hosting Workshops/group presentations with your sponsor \_\_\_\_\_

My Strategy for District Manager:

Through your workshops and one on ones - get 10 new preferred clients who order a minimum of \$150 each = \$1500. You will sell a few RSVPs you can stretch to \$2000 - you will be able to go into qualification for District Manager.

Example of How to qualify for District Manager in 1, 2 or 3 months

<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	
\$4800 RV *	-----	-----	= \$4800 RV
\$2400 RV	\$2400 RV	-----	= \$4800 RV
\$2000 RV	\$2800 RV	-----	= \$4800 RV
\$2000 RV	\$2000 RV	\$2000RV	= \$6000 RV

\* (DM is the only level you can achieve in just one month.)

\*\* Eventually you will refer to Arbonne's Qualifications for details on qualifying for District Manager. **Your minimum Monthly Goal: \$2000/month**

Tips about Activity (2x2x2):

- 2 Swiss Skin Care Workshops or Group Presentations a week with 5 people at each.
- 2 people from each presentation purchase their RSVP
- Plan on 2 "one on one" appointments a week (some groups may be smaller or cancel)
- And place 2 samples packs a week and follow up

Tips About Preferred Clients Buying Habits

- People will justify the RSVP because it is a good value.
- Always point out how much they saved!
- Some will get the RSVP - some won't because they can't afford it. As a preferred client they are eligible for a free product of their choice with \$150 order. This is such a good value this will most likely be the minimal amount they will do.

Reminder - you are going to earn while you learn. You will be practicing the fundamentals of the business with your sponsor. This will build your confidence. Confidence leads to more action and action leads to success!

*"Whatever the mind of man can conceive and believe, it can achieve"*  
Napoleon Hill - Think and Grow Rich