

## How To Use the Arbonne Opportunity DVD

### Two Tips:

- Role Play asking someone to look at the DVD and set up a time to get back together with them to ask some questions and see if/what their interest might be in the income opportunity.
- Use the Video at your Groups/Workshops to close the evening with.

### ROLE PLAY - Giving the DVD to Look at

*Shannon, I've always noticed how great you are with people and I was wondering if you would take 10 minutes to watch a DVD about the products and business that I'm involved with. I'm not sure if this would be a fit for you but it may be perfect for someone you know.*

**Sure - how long is it?**

**It's about 10 - 12 minutes.**

*When do you think you can watch it?*

*Great, I'll plan on picking it up on Wednesday. What time is best for you morning or afternoon? (you will want to respect their time when you pick it up. As the following questions and give them an invitation to the next Empower Your Life with Arbonne event. You can also bring a sample pack of some products they have not tried yet.)*

1. What did you learn that surprised you the most about in the DVD?
2. What did you like best about it?

3. After watching the DVD, who do you know personally that would benefit from the Arbonne Products, the Income Opportunity or both?
  
4. On a scale of 1-10, 1 being I never want to here the word Arbonne again, and 10 being I want to start my business today, tell me what to do. Where do you see yourself? (depending on what they say, you will take the next step to sign them up or invite them to the next event or webinar, leave product for them to try)

### **ROLE PLAY - Closing Your Group/Workshop with the Opportunity**

#### **Video:**

"I'd like to close by sharing a short video that gives you a great feel for the Arbonne Opportunity. Arbonne maybe a perfect fit for you or someone you know who is looking to earn money."

After Video: "Can anyone share something from the video that either surprized you, or something you learned?" (let guests share). "Great, when I help you with your orders tonight, for those that want to learn more about the Arbonne Opportunity, I have a curiosity packet for you."