

## Asking/Scheduling a Workshop/Group at a Presentation

### ROLE PLAY - FACE TO FACE

- at a party and they say "I am short on money so I just want to start with this."

"\_\_\_\_\_, you should have a spa party. Your friend, Julie, the hostess, will earn a special reward when you schedule your own workshop. Or, you can book a different kind of presentation. Why don't you get a few friends together for a Swiss Skincare workshop? It will be fun, relaxing and you earn an 80% discount based on the orders at the party. Is this something you'd enjoy doing with some of your friends?"

**Maybe.**

"What would make it worth it to you? You could probably earn a good portion of the Anti-aging line for 80% off if you have 6-8 friends attend. Do you think you would like to do a weeknight or weekend? Morning or afternoon? What did you like best about the spa party tonight? Great. Well, I'm going to block out this night for you and I have a host packet here for you to look over. I'll give you a call tomorrow and we can set up a time to go over it. My goal is to get you as much product as possible for 80% discount. You deserve these products and trust me, your friends will have fun - just like you did tonight."

### ROLE PLAY - FACE TO FACE -

- you are booking at a workshop

"\_\_\_\_\_, it was obvious that you had fun tonight. Did you get everything that you wanted on your wish list. **NO**

I would love to do a workshop like this in the privacy of your home with your friends and family and show you how to get the rest of the things on your list at up to 80% off. Does that sound like something you would be interested in? **MAYBE**

I have a feeling you are going to be telling everyone about the new products you are using and if you don't, they are going to ask you. Arbonne would love to reward you for that. I have a couple of dates open in the next 2 weeks. Why don't we take a look and see if one of these would work for you."