

What benefits can I offer my customers?

Opportunity



What benefits can I offer my new Hostesses?

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What are the most common reasons guests decide to schedule parties?

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How can I earn product and receive discounts on merchandise?

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Is there a minimum sales quota?

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What kind of support will you give me?

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How do I receive my initial products to show at my parties?

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How much income can I expect to earn on an average party?

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Is there ongoing training?

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What happens if I decide this business isn't for me?

Opportunity



What are the benefits of being an independent contractor?

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**Can you tell me about your
advancement program?**

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Our Advancement Program:

We have 4 levels of management advancement that are based on monthly sales volumes for you and your team combined. Each level adds additional override compensation to the pay plan. Each level also has bonus programs based on volume and sponsoring.

1. *District Manager* -- group monthly sales \$2500 | 8% override
2. *Area Manager* – group monthly sales \$10,000 | 6% override
3. *Regional VP* -- group monthly sales \$40,000 | 3% override
*Mercedes car bonus program
4. *National VP* – highest level- group sales \$160,000/mo 1% override
*can use pay chart to also show average monthly income

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What are the benefits of being an independent contractor?

Tax- write off options for home office, products, car, travel, phone, and computer

***Be sure to check with your CPA to determine other deductions that may be available for your situation too.**

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What if the business isn't for me?

At the very least, you have an account that will enable you to continue using products for yourself and your family at discount.

Your sponsor can help you transition your client base so they can continue to have continuity in care and quality service as valued customers.

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Is there ongoing training?

Yes! We have regular training each month locally supported by your sponsor and upline that you can participate in, as well as free weekly audio trainings from Arbonne. Plus, there are free on line tutorial trainings from Arbonne, Arbonne University, and are self paced. Finally, we have quarterly and annual Training Conferences from Arbonne and our field leaders.

Trainings are on all aspects of the business and products, as well as personal development and leadership, so you can always be learning and growing in many ways.

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How much income can I earn in an average party?

**An average party, which is 6 guests, is \$300 in retail sales.
With your 35% commission, you earn \$100 profit.**

***can show Right Now Money Chart**

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How do I receive my initial products to show at my parties?

Arbonne offers new business consultants 2 Right Start Value Packs, one in the first month and one after reaching \$1000 in retail sales. The Value Packs are \$350 (Retail Value \$700) and are great ways to get initial product for shows and for completing the “Arbonnizing” of your own home. Some people have a business start up budget that they use to purchase their first pack, and through their first shows, earn the second. You may decide to use the earnings from your shows to reinvest and purchase both packs if need be.

This business is an “earn as you learn business”- you’ll work with your sponsor who will help you determine what will be best for your situation.



What kind of support will you give me?

We have a complete training and mentoring program that enables you to learn by doing while being supported. In your start month, you'll schedule 6 shows. In your first month I am here to teach you all that I know to help you to meet your goals. For your 1st launch show, my job is to do the presentation and help you get sales, bookings, and business prospects - your job is to watch, listen. The next two shows we'll also do together, with you progressively doing more so that by the 4th show, you're doing it and I'm there for support. The last shows, you will do independently. We will have strategy meetings for guidance on how to move forward and to answers any questions you may have. After this training period, we'll move into mentoring as you need to build and grow your business. I'll also help you plug into all the trainings available through Arbonne and our upline for additional learning and support.

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Is there a minimum sales quota?

Yes, as a business consultant, you are required to have \$150 in personal sales two out of every 3 months and sponsor.

If you miss this, you'll transition to a preferred client status with a 20% discount, and at any time you resume the sales of \$150 over 2 months, you're automatically returned to business consultant and your 35% discount.

This is a very doable requirement and it keeps the business fair for everyone in active business status.

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How can I earn product and receive discounts on merchandise?

You can earn product from hosting through our hosting program, which is an 80% product discount. With hosting and using the product, you can become a Preferred Client, which in addition to hosting benefits; you can also receive a 20% discount on your product reorders plus other specials.

You are also rewarded from shows by the bookings obtained from your show.

And lastly, you can earn and receive discounts by being a business consultant...not only can you earn 35% off your products, but you can also earn money to support your habit and then some!

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What are the most common reasons guests decide to schedule parties?

It's usually a combination of:

- **They've had fun at the party they attended and wanted to have a fun party with their friends.**
- **They fell in love with the product at the party they attended and had a big wish list and saw the benefit of the hosting program to get those products at great savings- 80% off.**
- **They knew that if they had fun at a show and they liked the product then their friends would, too! So they shared it with their friends ...which is naturally what we do when we like something, don't we?**

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What are the benefits I offer my new hosts?

Fun, pampering, girl time with their friends, help with the party planning to make the evening a success and fun, gifts for getting a guest list together on time, gifts for hosting on their scheduled date, gifts for bookings from their show, and of course, our hosting benefit , which is a gift of a shopping spree at 80% off!

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What benefits can I offer my customers?

- **Awesome, personalized service**
- **Order reminders**
- **Special event opportunities**
- **Monthly newsletters with specials and product information**
- **Convenient shopping, ordering, and delivery**
- **Exceptional unique product**
- **Guaranteed results**
- **Discounts, gifts, bonuses for hosting, being a repeat customer and offering referrals**

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