

## ***Script for those who want their sponsor/upline to make "invite calls" WITH THEM***

*from Chris and Amme Weilert's Website*

Before every call- The new BB (Business Builder/New Consultant) will share some key points about the person you are calling. (How do they know them, where they meet, do they use Arbonne product, etc...We recommend writing it down so you can reference it during the call!)

New BB (Your NEW Consultant) verbiage---

**"Hi (person on 25 list).....do you have a minute to talk? Listen, as you may know I just started a new Arbonne business that I am really excited about! I'm new into the business and I have my friend on the phone with us and she/he is a very successful (title) in Arbonne...We just have a quick question to ask you!  
Let me introduce you to ....(Your upline's name/title)**

Up line/Sponsor verbiage---

**"Hi (potential prospect)!!! This is (Your upline's name), THANK YOU sooo much for taking a few minutes to help (New BB/Consultant Name) out!**

**Would you be willing to do a huge favor for (New BB/Consultant) and host a presentation/get-together for her with a few of your friends to help her practice? She would be so grateful for the favor!**

**"YES"? OK- Great-Thank YOU SO much for helping (New Consultant' Name) out- We are scheduling her calendar now-Would (Have 3-4 dates ready to offer) and list them out and secure a date ON THE CALL!!!!**

**If "NO"- Say---NO WORRIES...Would you just be willing to do a quick favor and meet up with (New BB/Consultant) for a quick coffee to help her practice? She would be so grateful for the help! Would a day or evening be better for you this week? It will only take 30 minutes and you will get a free coffee and some product for the favor! (GET THE COFFEE APPT. DATE/TIME SCHEDULED BEFORE YOU GET OFF THE CALL...)**

**If "NO"-Would you be willing to do a huge favor and let (new BB/Consultant) drop off some product/samples (OUT OF STATE/COUNTRY-or send you sample product) to you so you can try it and schedule a coffee/ call to get your feedback? Let them know you will be dropping it off/ mailing it out in the next 2 days! Schedule a date/time right then to follow up with a coffee/call 3-5 days after the DROP/MAIL!**

Obviously for a “male” just change all the above to “HE”

For EXISTING CONSULTANTS- instead of new to the NEW “business for practice/training”:  
SAME SCRIPT-Just insert the verbiage below---

- “she is expanding her network “
- “she is taking her business to the next level and would love the practice
- “she is earning their white Mercedes by the summer, winter,...PUT A DATE ON IT!!!!

IF YOU GET THEIR VOICEMAIL:

“Hi (prospect) this is (Consultant) and I just have a quick question for you, call me when you get a minute...Thanks!” AND HANG UP.....SHORT AND SWEET!!!! (Make sure to leave your number!!!)

**SUPER IMPORTANT:**

**HAVE YOUR CALENDAR READY WITH DATES FOR PRESENTATIONS, COFFEES, AND DROP OFFS---**

**SCHEDULE THE ACTIVITY THAT DAY! IF THEY CANNOT PICK A DATE RIGHT THEN, SCHEDULE A TIME LATER IN THE DAY TO GET THEIR DATE! NO MATTER WHAT! THIS IS A CALENDAR FILLING ACTIVITY!!!!**

**ALL CALLS SHOULD TAKE LESS THAN 3-4 MINUTES! REMEMBER, SHORT SWEET AND TO THE POINT; DO NOT TAKE UP THE PERSONS TIME! ASK THE FAVORS IN ORDER, ASK FOR A PRESENTATION THEN PAUSE...IF NO, ASK FOR A COFFEE THEN PAUSE....IF NO THEN ASK FOR A PRODUCT DROP OFF....DO NOT GIVE THEM ALL THE OPTIONS AT ONCE, THEY WILL BE CONFUSED AND WILL ONLY PICK THE SAMPLE DROP!**