

ARBONNE

Host Coaching Tips

Welcome to Arbonne Host Coaching Tips, where you'll find great ways to host a **fun**, **successful** and **profitable presentation**.

When someone books a Group Presentation with you, they want the event to be successful and exciting, and to receive the maximum amount of Host Rewards possible. They may not know how or where to begin. They are trusting and looking to you to coach and prepare them for a successful Presentation.

Purpose of Host Coaching

- Help the Host achieve their goals
- Help increase attendance
- Help produce higher sales
- Help experience fewer cancellations
- Help provide Host appreciation



Host Packets

Always have your Host packets available for coaching. Be sure to bring at least 3 to 5 packets to each group presentation and have them readily accessible.

What you'll need to include in every Host packet:

- **One or Two Product Catalogs**
- **Invitations**
We suggest inviting at least 40 people to your group presentation, as it is likely that only one third will attend. Remember, more guests equals more energy, sales and fun.
- **Free gift list**
Printed out, so they can choose
- **Guest profile sheets**
*Found on team website wearebettertogethercommunity.com A great way to coach your Host is by having them use the 5-15-5 formula. This easy method consists of **5 outside pre-orders**, **15 guests at the Presentation**, and **5 outside post-orders**. In addition you'll need to include 10 order forms to enable your Host to secure the outside orders.*
- **Invite list**
So hostess can make a list of people she will invite, name, email and cell. Be present to help make this list either through in person, zoom or facetime. Help them think of people to invite.
- Copy of **"Is Arbonne For you"** sheet
- **Wish List**
Found on team website wearebettertogethercommunity.com

Quick Tip: Q: When does Host Coaching begin? **A:** At the time of booking.

Schedule that first call when you give your Host a packet at the time you make a booking. This ensures that the Presentation is on both of your schedules and jumpstarts the coaching process. Once this is done, set a date for the second Host Coaching call, approximately a week later.