

6 STEPS TO BOOKING!

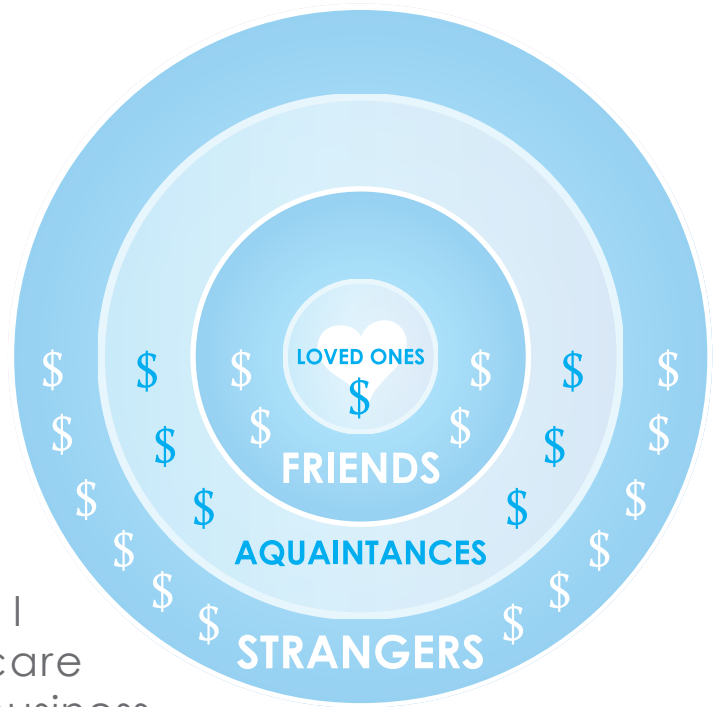
1. Tell them why you are calling.
2. Share what you are doing.
3. Explain why you are doing it.
4. Explain what you are needing.
5. Tell them how they can help.
6. Suggest a date.

KEY WORDS TO USE:

**Nervous, Excited, Help,
Favor, Free Stuff, One Time**

Example:

Hi Jane, this is Nancy! The reason I'm calling is I've just started a business with Arbonne! I'm a little **nervous** about it, but at the same time, I'm so **excited!** I get to share amazing, healthy skin care and wellness products, and a great business opportunity! I've always wanted to be able to purchase my own home, and this is what I'm going to do to make that happen! What I'm needing is to meet new people, and I'm hoping you can **help** me out by getting 4-6 friends together that I can pamper? We offer free Ultimate Facials that you and your friends will love! If you'd be willing to do me a **favor** just this **one time**, I'll make sure you get lots of **free stuff** for it!!! I have next Tuesday at 7:00 open, would that work for you?



SMILE, AND BE YOURSELF!