

EXPRESS START GUIDE

YOUR GOAL IN YOUR FIRST 7 DAYS

(check it off when done - yay!)

1 EVENT

3-WAY BRAND CALL

1 SALE

STEP 1- Your first event (virtual or in-person)

This is such a fun moment to share the products we're obsessed with. We'll take care of the presentation, you just invite the people you love.

45 min virtual | 2h in-person

Aim to have 3 to 5 people join in virtual or 10 to 12 in-person.

No purchase required.

You'll just prep a short intro that answers these questions:

- Why did you start your Arbonne business?
- What's your vision with your business (what will it allow you to do)?
- Why did you invite them?

 Invitation script (voice message):

“Hey! I'm hosting a little event to share my new everyday nutrition/wellness/beauty products. I'm sure you're gonna love it!

Can I save you a spot? You being there would mean the world to me!”

Reach to your upline to know when are the next events or book your very own date.

STEP 2 – Your first 3-way call

A 3-way call you + a curious friend + me (or our upline) connecting to chat about the business potential.

 15-20 minutes, no pressure

 Invitation script (voice message):

“Hey!! just started a business that I'm super excited about.

I'd love to share what I'm doing with you! I'll be on a quick call with an inspiring girl who'll help explain it simply, It's just 15-20 min.”

Which of these two times works best for you? (give 2 options)

Think about the people who light you up, who you have fun with, and who you connect with deeply!

** If you ever get negative responses or objections, don't hesitate to send screenshots of your conversations to your upline so we can help you work through them. Don't worry – it's totally normal, and you'll quickly get really good at handling them on your own! **

STEP 3 – Your first sale (without being "salesy!")

People buy because they love your vibe + your intention, not because you're an expert.

 Get your work tools. We recommend set #1607 with our best sellers (GreenSynergy Elixir, Essential Meal Chocolate, Vanilla or Coffee and Energy fizz in your flavor and/or #3921 Derm Results Advanced 3 step starter. It's your choice.

 Share a product you personally love with your own “why.”

Examples:

“I started drinking Fizz in the afternoon instead of coffee. It became my little feel-good moment and I love that I don't crash after like I used to with coffee!”

The Greens help my digestion so much especially with less bloating and way more regularity." Don't worry you'll see results quickly, so it'll be easy to share a real testimony!

“I started using Derm Results and my skin drank it up, like it had been waiting for a cool drink- the whole system is easy and has made my skin so hydrated and have a glow. My puffy eyes and dark circles are gone and I have gained confidence.”

 Simple script:

“I just started using this and I'm obsessed with the difference it makes!
If you want to try, I can help you choose what would fit best for you.”

BONUS – Extra training

You'll find tons of trainings on products, social media, apps, and systems in the Boards app under “Training”

Getting Started & Resources - **Website:** We are Better Together Community

<https://www.wearebettertogethercommunity.com/> password: Flourish

Boards app link: <https://boards.com/a/FOQxAg.ef8kbpyt>

DON'T FORGET

We move forward together. You don't need to be a pro. We take it one action at a time.

CHEERING YOU ON!

Success isn't about how fast you go, but about keeping the momentum.

Every small action builds your business.

You're capable of big things