

HOW TO TALK ABOUT ARBONNE

When you first start your Arbonne business it is normal to be eager to go out and tell everyone about it but it is vital that you learn a few Golden Rules on how to talk about Arbonne first.

Most people start and think 'I'll tell a few friends my own way and see what happens'. This doesn't work as people make up their own assumptions of what they think you are doing.

Tell people the whole story so they can make an informed decision just like you did.

Your number one priority is learning the 'opportunity presentation', which your sponsor will go over with you, but in the meantime, get as many people in front of your sponsor to hear about Arbonne as possible, create your 60 second story and please read the Do's and Don'ts below so you get off to a good start.

Being Professional When Talking About Arbonne

DO: Book in times with your friends and your sponsor to share the whole story.

DON'T: Start telling people half a story and 'putting out the feelers.' otherwise people won't understand it.

DO: Talk about the things you love & mention Arbonne when appropriate.

DON'T: Go out and start 'constantly' talking about Arbonne. People don't want to feel like that's suddenly all you talk about.

DON'T: Turn social situations into a chance to talk about Arbonne, you want to keep business and social separate

DO: If people are asking you lots of questions say 'Oh we're out celebrating your birthday now, let's do coffee next week and I'll tell you all about it then.'

DON'T: Arrange a coffee with someone to catch up and then pull out a gold bag and your laptop.

DO: Make sure people understand that you want to meet them to share a business opportunity and aren't confused about why you arranged the coffee.

DON'T: Let others negativity affect you. If someone hasn't heard the full presentation yet then their opinions of what they think about Arbonne are not based on fact. You know more than them.

DO: Always speak positively about Arbonne and your business.

DON'T: Try to convince anyone about Arbonne or get into a heated debate about it. 'Amateurs convince and professionals sort.'

DO: Share this opportunity with someone and then leave them to decide if it is a yes or a no for them. It really doesn't matter either way. You have made a decision to be successful and their decision only affects them.

DON'T: Get emotional.

DO: Treat it like a business.

DON'T: Sponsor someone who has already heard about Arbonne through someone else

DO: Send people back and build your business with honesty and integrity.