

Inviting someone to take a look at Arbonne.

When asking someone to take a look at Arbonne, always remember to use your own words, keep it short and personalise the invite based on that person. Don't try to tell half the story through a message and instead aim to get them on to a call with you, along to one of your launches or a 121 meeting, Discover Arbonne Event or at the very least watching a Discover Arbonne Video.

Never create a Facebook group invite, email them or post out invites, as it is not effective. Depending on how you would normally communicate - send a message through whatsapp or facebook messenger, you can use voice notes so that they can hear your excitement.

FACT – BELIEF – ASK Using a structure of “Fact – Belief – Ask” is very effective when inviting people to hear about the business. See the examples below for verbiage, these are just examples so please do not copy and paste, keep it in your own words and personalise it based on each individual person and situation.

Invite to a Dream Team Zoom Call/Business Launch:

1. To a friend/family member (Yet to speak to about starting your new business.)

Hi Susie how are you? How are the kids? This is going to seem a bit out of the blue but I have some exciting news to share with you, I've really started a new venture that I'm so excited about & I've been thinking of you as I think it would be something that would be great for you! I'd love to share more of what I'm doing with you and that way you can also see whether it could be something for you or not?

2. To a friend/family member (Already mentioned your new business to.)

Hi Susie how are you? I know I mentioned already about the new business I've started which I'm so excited about, I can't wait to tell you all about it as I really believe that it would be something that would be great for you. I'm going to be having an online presentation/business launch on Tuesday

Now press green and hit the phones!!!

evening at 7pm – I'd love you to come online/along to learn more about what it is I'm doing & to hear all the information to see whether it could be for you or not.

If they can't make your online business launch schedule in a date to meet them in person / do a 121 zoom chat to share all the information with them with your sponsor.

3. Someone you haven't seen/spoke to in a while or reaching out to someone new you have connected with.

Hey Susie I know this might seem a bit random & totally out of the blue but I've been thinking about you lots as I've recently started a new venture that I believe would be so good for you. I'd love to share all the information with you so that you could see whether it could be something for you or not. Are you free this week to set up a time to chat either in person or on a call to chat more?

If they agree – You can invite them on to your Dream Team Launch or set up a time to discuss it in more detail with them. If someone is hesitant you can say, *'I can send you a short info video that goes into more detail about the company I am partnering with and the opportunity available, if I send this across to you tonight, will you watch it and then we can chat on a call tomorrow as I know you'll have lots of questions and it would be lovely to chat more to see whether this could be a good fit for you or not'.*

Send: Upline Opportunity DA & Arbonne Overview Video.

<https://vimeo.com/227313653>

Remember if you are using tools such as videos always make sure you book a time in to discuss it more and answer their questions either on a call or in person.

Now press green and hit the phones!!!

Invite to Product/Business Launch.

1. Friend/Family member you've yet to speak to about Arbonne.

Hey Susie how are you? Hope you are really well! I have some exciting news to share with you! I've just started a new venture with a company called Arbonne International. I am so excited about it and to share more of why I decided to partner with the company. I'm having a business launch and I would absolutely love for you to come along to support me and learn more about what it is I'm doing, the products and the opportunity. They'll be products there for everyone to try and a chance for you to learn more about Arbonne. I'm having the launch on Thursday at 7pm and Sunday at 2pm, would either of those dates work for you, I'd love to see you there!

2. Friend/Family member you've already mentioned Arbonne to.

Hey Susie how are you? I'm having a launch for my Arbonne business on Thursday at 7pm and then on Sunday at 2pm. There will be products for everyone to try and a chance for you to learn more about Arbonne. I would love for you to come along and support me and learn more about what I'm doing, do either of those dates work for you, I'd love to see you there!

Remember to tailor each invite to the individual person and keep it in your own words. If you normally communicate by phoning someone then pick up the phone, if you normally communicate by text then send a message but either way keep it natural and also follow up with them if they don't respond the first time and to confirm their attendance prior to the event. Ask your sponsor for any additional support doing this, but essentially, keep it short, intriguing and exciting!

If anyone asks – 'what it is you are doing?', take into consideration who you are talking to and always speak with confidence and excitement. Never try to tell the story of Arbonne at this point, simply explain that you are launching a new business, you are very excited and you would greatly value their support at your event

If people are unable to manage either date then arrange a '1-1' with them and your sponsor instead. Simply say: "Sorry you can't make it. Could we set up a time 121 where I can explain to you more about Arbonne either in person or on a call? I can invite my friend who has been doing it a bit longer than me to help me explain it to you."

Now press green and hit the phones!!!