

## **PLANNING YOUR TEAM – HOW TO WRITE YOUR 100 NAMES LIST**

You can choose who you would like to share the Arbonne opportunity with.

Take 30 minutes right now, and without thinking about it, write down the names of at least 100 people you know who you would love to work with.

Use the **memory joggers** below to help and your sponsor will explain the rest.

This list will be the absolute bread and butter of your business. You will use it, add to it & delete from it on a continuous basis. Keep it with you everywhere you go.

### **Who do you know who:**

Dislikes their job | Works hard | Wants extra income | Is great with people | Has a positive mindset | Loves products | Takes care of themselves

### **Who are your:**

Family | Work colleges | Gym friends | College mates | Facebook friends | School friends

### **Who do you know who:**

Dislikes their job | Works hard | Wants extra income | Is great with people | Has a positive mindset | Loves products | Worked with you

### **Who is your:**

Doctor | Dentist | Hairdresser | Favourite waitress | Local shop owner | Kids friends' parents | Vet | Personal Trainer

### **Who:**

Lives next door | Teaches your children | Was on your wedding list | Is on your Christmas Card List | Is in your address book

### **Top Tips**

- Never pre-judge anyone, as you never know who will be your first 'yes'.
- Start contacting your list now. Ask your sponsor to help you get in touch with these people in the best way possible.
- Ask for help. Your sponsor is there to advise you.
- Keep updating your list. It should always be a work in progress.