

## HOW TO TRAIN A NEW IC IN THE 1ST 30 DAYS

Each new Independent Consultant is unique, everyone has different schedules, wants different things and learns in different ways. So please use this as a guide to get your new business partner off to the best start possible. Help them become independent in their 1st 30 days.

### DAY 1: SIGN-UP, PROCESS INITIAL ORDER\* & OVERVIEW OF TEAM WEBSITE

- Register your new consultant for £56 and help them process an initial order\*

*\*In UK this will need to be less than £200. All other markets can process business tools immediately and proceed straight to Training 1.*

- Give them the link to the team website to go home with
- Plan their launches. 2 in the 1st 14 days or 4 in the 1st 30 days
- That night add them to your team Facebook page and/or WhatsApp group and send a small welcome to Arbonne message like:

*'Hello amazing team, I just wanted to introduce you all to our newest member \_\_\_\_\_. We met last week in London and I know \_\_\_\_\_ is going to be amazing because...'* This helps them become part of the community and feel supported.

### DAY 3-5: INTRODUCTION CALL

- Plan a 15-30 minute call or zoom to go over the call questions. Understand what they want.
- Email them any audio links you speak about. Like Business of 21st Century/ Making The Shift.
- Check they received their ID & Login Details, initial products & starter pack from Arbonne

### DAY 8: TRAINING 1 - HOW TO GET STARTED - TAKE AN I PAD OR LAPTOP FOR ORDERS IF THEY HAVEN'T ALREADY PLACED AN ORDER

- **Plan a 1hr 30 minute meeting** or zoom to go over the 1st training
- 15 minutes catch up. 45 minutes training. 30 minutes questions and planning
- Training 1 covers: How to get connected, creating a plan of action and a brief intro to Arbonne
- Get them connected and **downloading the Source App**
- Help them process their **Success Packs** to get them set up for success (UK need to wait until day 8)

- Keep them focused on their launches, activity, and educating themselves on Go pro etc.

### **DAY 10 -15: TRAINING 2 - HOW TO BUILD YOUR BUSINESS**

- **Plan a 1hr 30 minute meeting** or zoom to go over the 2nd training
- Training 2 covers information on all the reach out methods (step 10 of the IC website steps)
- Get them downloading the **opportunity slides**
- By now you will have already been launching your consultant so talk about their prospects
- Book in the follow ups to help them and continue booking activity in with them

### **DAY 25 -30: TRAINING 3 - YOUR 5 YEAR PLAN**

- **Plan a 1hr 30 minute meeting** or zoom to go over the 3rd training
- Training 3 covers being a professional, consistency, treating it like a business & personal development
- Establish if they are ready to be independent and what else they need help with.