

## New Consultant Checklist

### First 7 days

- Register for £56 and place order of products up to the value of £135.50. See order options 1,2 or 3 on website.
- Send a welcome email and Making the Shift audio by Darren Hardy :  
<https://soundcloud.com/user-164552817/darren-hardy-making-the-shift-developing-the-entrepreneur-mindset64> to listen to before Training 1
- Discuss suggested start orders of business tools. See website for options 1, 2 or 3. Importance of getting started strong for a successful business.
- Welcome the person on the team Facebook pages and/or WhatsApp groups.
  
- **Training 1** (in 1 session or split into a few sessions, depending on what works best for you both.)
  - Setting proper expectations discussion:-
    - Validate their decision* – Huge well done for starting your business, you've made such a great decision!
    - A Successful business*- If you succeed in this business, it's up to you & if you don't, it's going to be up to you. It's your business. I'll help, you grow your business- is that fair enough? I am here to coach you.
    - Independence*- The goal for me is to help you become as independent as quickly as possible, so that you have the skills and confidence to do this on your own. Do you agree that's a good goal?
    - Ups & Downs*- Like any business, there's going to be ups & downs. This business is a little bit more emotional than most. I guarantee it because it happens to everyone, including me. I'll know you are feeling down if I don't hear from you, you're not at training or on the Monday night calls. When that happens how do you want me to handle it?
    - Time*- It's going to take some time to grow your business, this isn't instant success. Are you ok with that?
    - Work*- It's going to take work to develop some new skills, speak to people about your new business and work at finding the time to do so. Are you ok with that?
    - Skills*- There are skills you are going to develop in this business that are unique to any other. In the doing we are going to develop these. We are going to follow the tell, show, try together, do process. That sound good? – Give/ show were to order Go Pro by Eric Worre.
    - Focus*- It's also going to take some focus, are you willing to do so? If we are going to work together, I'm going to need you to focus so that I can spend time supporting you. If you are willing to focus, even in the part time hours, your chances of success goes up dramatically. So does that sound fair?
    - Mental toughness*- Last but not least, it's going to take some mental toughness. This business is for people like you who want to be an entrepreneur and therefore be prepared to become mentally tough in the process of becoming independent. Is this something you're prepared to do?
  
  - Cover off the points 1-9 in the 'New Consultant' section of the website
  - Their why story- ask them about this and create together (60 second story)
  - Explain that it's our goal to find customers and consultants and grow to District Manager ASAP, if you are willing.

- Discuss importance of activity to grow a successful business and reach goal of District Manager and beyond. How many hours can you commit? Where are those hours? Map this out together. If I show you how to invite people, are you willing to start filling up your diary?
- Help them start their Names List and discuss people with them – message / call people together to invite to their launches and meet to share the business.
- Show them where to find audios and reading – Personal Development section of website.
- Meet their top 3-5 people for coffee or on Zoom. It's our goal to get you your first consultants and preferred clients.

### First 14 days

- Day 8: Business tools order is placed. Arrange to meet/zoom on this day to do this. Remind of most effective way to get started.
- Show them how to order Arbonne branded gift bags from the Boutique and Host Rewards booklets from the Business Tools section of the website.
- Have their 2 business launches (ASAP) – business and product focused
- After their launches go over step 10 in 'New Consultant' and 'Running you Business daily' sections of the website and help them book in activity.

### Within 30 days

- Suggest fellow consultants friends and uplines on Facebook
- Encourage attendance at events and **book** upcoming events together
- Attend 121's and opportunity presentations with them and encourage lots of activity to learn the skills to grow their business.
- Send training videos (Arbonne YouTube channel, The Source, Sound Cloud, Personal Development section of website)
- Send Eye on Arbonne stories they will relate to (success.arbonne.com)

### **Ways to keep your new consultant excited and engaged –**

- *Validate their decision*
- *Set proper expectations*
- *Complete this checklist*
- *Help them get their first customers*
- *Help them get their first consultants*
- *Help them earn a paycheque in month 1*
- *Help them get to District Manager ASAP*
- *Get them to events*
- *Help them build relationships with other consultants*
- *Proclaim themselves- tell the world about their business!*