

# New Consultant Checklist

## First 7 Days

- Register the person as an IC and place order of products. See order options on website. Order must be over 150QV to qualify for a free gift, and total spend in the first 7 days cannot exceed £200.
- Welcome the person on the team facebook pages and/or whatsapp groups.
- Discuss suggested start orders of business tools. See website for suggestions.

Training (in 1 session or split into a few sessions depending on what works best for you and your new consultant.)

Cover off the points in the 'Getting Started' section of the website, and encourage further exploration. Also talk about:

- Commitment - their business and their responsibility. You are simply there to coach them
- Their why: ask them about this and discuss
- Help complete their names list and help them invite people to launches and one to ones to hear more (do this there and then!).
- Explain goal is to find consultants and preferred clients and grow to District Manager in the first 2 months.
- Discuss importance of activity
- Important dates in diary (events and training calls)
- Discuss how fast they want to go with this and how best for you to help them do that (ie. How often you want to speak and what method of communication is best)
- Make sure they know where to find more audios and reading, and the importance of plugging in to these daily.

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?

### **First 14 days**

- Day 8: Business tools order placed. Arrange to meet/zoom on this day to do this.
- Business launches (3 within first 2 weeks) 2 product focused launches and 1 business focused launch. Do all 3 types of business launch (see business launch section under new consultants section of this website)

### **Within 30 days**

- Encourage attendance at events and booking upcoming events
- Attend 121s and opportunity presentations with them and their guests, and encourage lots of activity
- Send training videos and 'Eye on Arbonne' docs of people you feel they will relate to