

FOLLOW UP & Giveaways after the party - with the KEY WORDS they dropped in comments

NOTE : even if you are doing the party "solo" you can ALWAYS ask your up-line sponsor to help you by adding them to the inbox messenger chat to help answer questions - you can say hey ____! so excited to share information with you about _____. I have added my friend _____ she's been doing Arbonne a little longer than I have so in case you have questions I don't know the answer to!

NOTE: you can create your own bundles use the meet the product sheets to talk about the products and how you personally use them. Use the shop Arbonne app shop as a PC to create pricing and use verbiage similar as below. Remember to check out of stock before offering packages and create fun ones you love and they will love too!

Giveaways: Keep private in your groups (delete groups when you have closed the party) never post publically, keep to your business budget as your business grows so will your budget to bless people. You can offer any kind of sampling 3 fizzy & 3 digestive plus, or 3 fizzy & 3 mind-health you decide or Re9 mask, water bottle etc. You can gift to each person who orders OR as an entry into a drawing! The most important part is listening to your prospect to find out how our products or business could benefit them! Why you trust this brand and how well they work for you!

HEALTHY LIVING BUNDLE

send them the picture

Message : Hey! Here's the link with info. After you watch it, let me know any questions you have! Dr Tanda Cook 30 days to healthy living program <https://vimeo.com/412873213>

After they watch the video, their first question is usually price. However, some people will just say sign me up! If you are new, and not used to meeting objections, etc Remember - you can be sure to add your upline to the group chat to help you!

Message if they ask about price :It retails for \$495 but I can get you the Whole 30 day package for \$266.40 plus tax - less than \$9 a day - and FREE gift up to \$98 value when you become a Preferred Client. It's an amazing value

TIP: assume they are in, (who wouldn't want to do this?) let them know when the next group starts and get their payment and information for the order

WELLNESS BUNDLE *send them the picture* message : You will LOVE this! Like I said, I drink every single day!

Retail for the 4 items in this bundle is \$217... your price is just \$189 + tax FREE

SHIPPING, and a one time \$29 Preferred Client joining fee which gets you perks and a discount for the next year!

BREAKFAST CLUB BUNDLE *send them the picture*

message : Hi! Thanks for asking for info! Healthy Living is about making the right choices with dietary habits and nutritional supplements for overall health inside and out!

Retail for the 3 items in this bundle is \$150...your price is \$120 + tax FREE SHIPPING, and a one time \$29 Preferred Client joining fee which gets you perks and a discount for the next year!**AGE WELL BUNDLE**

send them the picture

message : You are going to LOVE this! You will be able to tell a difference the first time you wash your skin with the cleanser! Retail for 6 items in this set is \$266. Your price is \$212 + tax FREE SHIPPING, PLUS you get a free \$98 value jar of retinol pads!there is a one time \$29 Preferred Client joining fee which gets you perks and a discount for the next year!

- If they want info on skincare, ask some questions: I'd love to help you. Tell me a little about your skin...what do you currently use and what do you want to improve?

GLOW WELL BUNDLE*send them the picture* message : You are going to LOVE Arbonne makeup! This is the best starter set! Retail for the 5 items is \$125, your price is just \$100 + tax and shippingOR add the glow palate and your cost is just \$152 + tax and get FREE SHIPPING!OR choose the skin elixir and your cost is \$144 + tax and get FREE SHIPPING there is a one time \$29 Preferred Client joining fee which gets you perks and a discount for the next year!

SLEEP WELL BUNDLE*send them the picture* message : Helps promote restorative sleep and healthy sleep patterns! Retail for the 3 items is \$123, your price is \$98.40 + tax + shipping add on the inner calm for **STRESS RELIEF** and cost is \$142.20 + FREE shipping there is a one time \$29 Preferred Client joining fee which gets you perks and a discount for the next year!

MESSAGE FOR THOSE WHO ADDED THEMSELVES TO YOUR VIP GROUP – This is for them to be entered into Arbonne super sampler pack drawing. [example : fizz stick, detox tea, protein powder envelope, etc]message : Thank you for adding yourself to my VIP group! Good luck in the drawing for the Arbonne Super Sampler pack! I'm curious, after watching tonight, what resonated the most with you?"

TELL ME MORE : This is for those interested in learning more about the business.
message : Great! Let's find a time to chat for a few minutes!*offer a couple of times you are available and schedule it. Invite your upline to help you if needed.*

FREEBIES – This is for hosting. In messenger message: Great! Let's pick a time for your party! *give them a couple of options to choose from*

Reach out to EVERY GUEST to thank them for watching and try to engage them in a conversation:Have you had a chance to watch the FB Live?Did anything resonate with you? If you could wave a magic wand, what is the one thing you would change about your health

I'd love to help you. I'm curious, what is your biggest challenge with nutrition right now? Or, what are your health goals?

IMPORTANT TIPS FOR A SUCCESSFUL EVENT - Make certain to refer to ALL products or business opportunities using

COMPLIANT Arbonne approved language. Please check these guide lines against any posts you make or personal testimonies on fb lives or instagram lives

<http://embed.widencdn.net/pdf/view/arbonne/b2ak2fikqe/Guidelines> for Promoting the Business Opportunity & Product Results

Disclaimers for lifestyle posts: There are no guarantees. Results are different for everyone. Annual typical earning statement available at <https://earnings.arbonne.com/>

Disclaimers for product claims/healthy living results: The typical results are different for everyone. Results vary depending on individual effort, body composition, age, eating patterns, exercise, and the like.

- As people order throughout the event, thank them for their order using the following verbiage:

Hi ___! Thank you for your order of the ___! You are going to love it! Plus, you're in the drawing for a _____ (full sized product - choose something you have on hand). Post "thank you for your order" and tag themSend a friend request to each person before the live takes place or friend request people when the event is over.

- You want your host to be excited for the event. If your host hasn't tried products, be sure to get him/her some to try before the event. This will help the host have a personal testimony to share.

- Be sure to friend request each person that is added to the group BEFORE the live takes place. Make a connection and thank them for being a part of the event. This will make following up easier and the goal is to build new relationships. - Night time really is best to hold these 15 minute FB events. - If you do more than

one FB event in one night, then you will need 30 minutes between parties.

- Anticipate some of the parties to be a bust. If you schedule 4 parties per week, that is 16 each month, so the busts won't matter.

- Check in with the host during and after the event as people will want to order and they will likely be conversing with the host. Have your host suggest putting you in a 3-way text so you can answer any questions.

-The fortune is in the follow up! If anyone shows any interest during the event, be sure to add them to your 100 person list.

AFTER THE EVENT

Use the messenger app on Facebook to correspond as much as possible. Use the digital catalog if they want to see what we offer. Digital Catalog link :

<https://www.arbonne.com/discover/catalogue/>

If possible, get their information and place their first order for them or walk them through by sending them your website link walk them through registration and ordering AND link to the correct host rewards event number & name

client info needed: Name, Email, Phone number, DOB

Shipping address

Credit card number with EXP & CVV (billing address if different than shipping)

*If they want to be a consultant walk them through the process because they have to enter their Social Security Number.