

VERBIAGE: How to Ask People to Take a Look at Arbonne

Why do we always start with the business when we invite people? This is the most powerful product we have to offer people. Think about this: What keeps people awake at night? Wondering if they're using the best protein or the cleanest skincare products? Or worrying that they won't be able to pay bills or make ends meet? Most people you know NEED THE ARBONNE INCOME OPPORTUNITY. It's your job to offer it to them. And then it's their job to decide.

New Consultants

Your goal is to get into qualification for district manager, so you need to find 8 friends to do the 30 days or RE9 with you! Start thinking about who your 8 people will be and text or call them (plus extras, because you will have some people say no) to invite them to a Zoom call.

- ***Hey, beautiful. I don't know if you know or not, but I just started a business with Arbonne International, and this company is incredible! It helps people get healthy and wealthy, and it is just a no-brainer! I know you're going to think I'm crazy, but I really think Arbonne would be a blessing to you. Would you be willing to jump on a call to learn a little more about what we have to offer? I promise I won't bother you again if you just come listen!***

You're also going to choose 3–5 people who are your DREAM TEAM. Who would be absolutely amazing at recruiting people into this business and are people you want to partner with every day? We're going to get them on a call just to talk about the business. You can send them the same message, but we'll schedule a different call just for them.

In-Person Ask

When you meet someone (or just see someone!) who you're genuinely interested in talking to, break the ice with a question—it can be about anything!

- ***"I like your shoes. Where did you get them?" "What is your favorite thing to order here?" "Are you from here?"***

If they respond warmly, then just be REALLY curious and ask a lot of genuine questions. Don't grill them, but keep being curious as long as they're receptive to answering and it feels authentic.

If they aren't very friendly, move on. They obviously aren't interested in being friends with you.

During the conversation, look for their why. You NEVER want to assume someone's why (not

everyone wants to quit their job and not everyone needs extra money!). You should know someone's why before offering the solution! When you know the why, then you can offer them a solution (the Arbonne income opportunity!). You can say something like this:

- ***I actually know something that can help you with that. I was in a similar situation not too long ago and then I found a way to work a few hours a week to build a business that allowed me to quit my full-time job. I know you're going to think I'm crazy, but I really think this business could be a blessing to you too! Would you be willing to just hear me out if I sent you a quick video about it?***

If you're in a hurry or the person you're talking to is in a hurry, you can say something like this:

- ***I actually know something that can help you with that! I want to tell you all about it, but we don't have time now. What if I get in touch with you on Facebook later with more info?***

If they're not on Facebook, you can get their phone number and send a text instead.

If the why doesn't come up while you're talking (it usually doesn't!), but something tells you this person could be a fit for Arbonne, ask them to stay connected:

- ***This sounds crazy, but I have really enjoyed talking to you and would love to stay connected. Can I connect with you on Facebook or Instagram?***

If you get good service or are intrigued by someone in public who is working, that's not a good time to get into a conversation. They're busy and won't respect you if you don't respect their time. Instead, pass them a note or say in passing something like this:

- ***This sounds crazy, but you are obviously a hard worker and have such a way with people! I think you would be amazing at this business I'm in! It could really bless you! Can I connect with you on Facebook or Instagram and send you some info about it later?***

Virtual Ask

The best way to send this verbiage depends on the generation of the person you're prospecting. People 40 and over tend to prefer phone calls, whereas most people under 40 prefer texting or Facebook/Instagram messenger and can be turned off by initial phone calls. If it gets hard to continue a conversation through text or messenger, ask if they'd prefer a phone call. Sometimes by then they're ready to get on the phone.

Here are some examples of authentic asks. Make sure your ask is authentic to you and to the person you're asking. If you're unsure of how to do this, go back and listen to the [Authentic Network Marketer](#) training.

- A friend or acquaintance: ***Hi, girlfriend! I've been thinking about you. I think you're amazing and could be so blessed by the biz I'm in. I know you probably think I'm crazy for sending this message, but would you be willing to just hear me out if I sent you a short video about Arbonne?***
- Someone on social media you've never met: ***Hi, I've been following you for a while now and I love your content! I know you probably think I'm crazy for sending this message, but I think you could be so blessed by this business I'm in. Would you be willing to just hear me out if I sent you a short video about Arbonne?***
- A close friend who knows your story already: ***Kelly, I've been wanting to talk to you about Arbonne forever but have been scared to! But I can't stop thinking you'd be amazing at it, and it could seriously bless you. Will you just hear me out and take a few minutes to look at the Arbonne income opportunity with me?***
- A prospect you'd like to revisit: ***You've majorly been on my heart lately. I feel like I haven't done a good job in the past of explaining the Arbonne income opportunity to you, and I can't stop thinking about how amazing you'd be at this and how much you'd be blessed by it. Will you just hear me out if I send you a quick video about it?***

There are other ways to present a Discover Arbonne to a prospect. As a virtual team, we most often send videos, but you can also invite someone to have coffee with you, to get on a phone call with you, to come to a DA local event with you, or to watch you go Live on Facebook.
