

Welcome to Arbonne

Congratulations, you've done it... you've taken control of your life and your future. You're an Independent Consultant with Arbonne International and taking the first step in creating an International Business. Now it's time to launch your new business and get you off to the best possible start. Welcome aboard this exciting journey.

You'll continuously hear that Network Marketing is all about DUPLICATION... for very good reason. This is because the approach you choose to take with your business is likely to be duplicated by those who join you. So, we encourage you to set the highest possible standards for yourself from Day One!

Contained within this document you'll find all the information you need to get you off to a great start. We therefore suggest you put aside any additional documents received from head office and study this document in detail. We have a tried and tested system in place; all you need to do to be successful is stick to the system and never quit! If you make a commitment to work consistently at your business a little bit every day, and give it 3-5 years, then anything you wish to create through this venture is possible.

Your role is to become an 'Independent' business owner in 30 days; your sponsor's role is to help you become independent in 30 days. With Arbonne you are in business FOR yourself but never BY yourself!

As the person who introduced you to Arbonne, your sponsor is your main point of contact and on the other end of the phone to help teach, train and mentor you to have a successful business whenever you need them. For the next 30 days it is their job to coach you to duplicate the 'System' and become an Independent Consultant, so that you can build a successful business for yourself. It is your job to be committed to becoming independent in those 30 days, so you are able to do the same for your team. Your sponsor will match your efforts 100%. But they can't do it *for* you – only *with* you. The keys for you are to focus on your long-term vision; stick to the System, and help others to do the same.

THINGS YOU'LL NEED

Your sponsor will send you a file to print out with all the documents you'll need for your "Getting Started Binder". You will also have received a Welcome Email, and a recommended introductory book about our business model, Network Marketing. These contain important business tools that complement the ones you will receive in your business order from Arbonne. Together, these provide everything you need to successfully follow the Results System (aka Gold Bag approach).

5 STEPS FOR NEW CONSULTANT SUCCESS

1. Set Up for Success – First 24 Hours

- **JOIN** ARBONNE at www.arbonne.com and place your Business Order
- **RECEIVE** your ID and Pin from Arbonne by Email.
- **BOOK** a Coaching Meeting with your sponsor within the next 7 Days
- **SCHEDULE** 4 business launches in the next 14 days..

Make one of them your “Dream Team” Launch.

- **LAUNCH 1:** Date: _____ Venue: _____ Time: _____
- **LAUNCH 2:** Date: _____ Venue: _____ Time: _____
- **LAUNCH 3:** Date: _____ Venue: _____ Time: _____
- **LAUNCH 4:** Date: _____ Venue: _____ Time: _____
- **CREATE** your IOO Names list
- **PULL** out your ‘Dream Team’, 8-10 people that you want to speak to ASAP

2. Take Action – Next 2 Days

- **WRITE** your ‘Why’ and ‘I Story’, then email them to your sponsor
- **INVITE** guests to your launches, by phone or in person (if they can’t attend, book a 1:on:1 meeting instead)
- **BOOK** (4) 1:on:1 meetings with anyone on your Dream Team that cannot attend your Dream Team launch and include your Sponsor, in the next 14 Days (this can be done over Skype, if cannot be done in person).
- **MEETING 1:** Date: _____ Venue: _____ Time: _____
- **MEETING 2:** Date: _____ Venue: _____ Time: _____
- **MEETING 3:** Date: _____ Venue: _____ Time: _____
- **MEETING 4:** Date: _____ Venue: _____ Time: _____

3. Learn the System

- **PRACTICE** the Business Presentation in your New Consultant Binder (a.k.a. the DA, which stands for Discover Arbonne)
- **LISTEN** to the Getting Started Audios from your welcome email
- **READ** a network marketing book that your sponsor recommended. It is KEY to become a student of this this profession.
- **WATCH** YouTubes and training videos (you can Google and find tons or look at “Our Favorite Things” document that you received in the “Getting Started Binder” file to start with
- **LOG ONTO ARBONNE WEBSITE** and place trial order to see how it all works
- **ORDER** Business cards/Tester Stickers / Labels/ from The Arbonne Boutique

4. Plan your Business

- **COACHING MEETING** with your sponsor

5. Get Into Income Producing Activity (IPA) –

- **UNPACK** and prepare Tester Kits, once your Business Order arrives:
- **PUMP** all bottles ready for use
- **LABEL** all bottles with ‘Tester’ stickers
- **DECANT** Night Creme into an air-tight container (label), clean & put tester amount back in the jar (can be purchased at www.samplecontainerstore.ecrater.com, click sample container and select 1/20 or 1/9 size both work well)
- **PLACE** in their Tote Bags
- **JUMP** into consistent activity by
 1. **BOOKING APPOINTMENTS TO GET GOLD BAGS INTO PEOPLE’S HANDS**
 2. **PRESENTING THE BUSINESS** (the DA) either 1:on:1 or in a group
 3. **BOOKING FOLLOW UP APPOINTMENTS** (and going over the “How We Get Paid” presentation)
- **PLUG IN** - put the regular dates in your Calendar and attend
- **START READING** from the recommended list 30 minutes every day (or/and listen to audio books)

1. Set Up for Success – First 24 Hours

BOOK a Coaching Meeting with your sponsor within the next 7 Days

SCHEDULE 4 Business Launches (or more) in the next 14 Days. Avoid wasting time by asking people what dates would be good for them, just book the dates you and your Sponsor agree on and invite people. Plan to have at least 4 Business Launch Presentations, go for more if you want to grow your business faster. Book the dates, maybe an evening or a weekend, or even a lunchtime – whatever works for you. If your sponsor lives far away, they can Skype into your launches. Two time slots in one day works well for some people, too.

CREATE your IOO Names list

This is one of the most important steps in creating success with Arbonne. Arbonne is a 'word of mouth' business, where we share the Arbonne Advantage with people we know... so we need a list of people to talk to. Even if you don't think someone will be interested in Arbonne, write his or her name down - they may have friends who are. Create it in a format that enables you to always have your list with you, in a notebook, electronic database on your smartphone/iPad, etc. Then whenever you have 5 minutes you can invest in your business, and your future, by calling someone to offer them the 'gift of Arbonne'. Write down all the people you know. Start with your mobile phone address book, Facebook friends, Twitter contacts, then all the 'communities' your are connected with currently and in your past, e.g. school/college friends, wedding guests, co-workers, school parents, gyms, sports clubs, interest groups, community groups, charities you're involved with, etc. Remember, you don't have to know them well. Think of everyone connected to you. Keep your list live - the objective is to keep be adding to it consistently.

PULL OUT your 'Dream Team' 8-10 people that you want to speak to ASAP. Arbonne is a people business - that's why it's so much fun to build. Think about sponsoring your favorite family member, or good friend or colleague, and building your businesses at the same time. From your 100 person list, select at least 8 to 10 people that you would like to get wealthy with. This '*' rating may help you:

- Go through list and place a '*' next to 'People People'.
- Now place a '*' next to 'people who want a better lifestyle'
- Next, place a '*' next to 'people who really listen to you'.
- If you look at the results, the people with 3 x '*'s are the ones to contact first.

2. Take Action - Next 2 Days

WRITE your 'Why' and 'I Story' then email them to your sponsor

Your 'Why'

Define YOUR Discontents, Dreams & Desires:

- What do I want less of (i.e. stress, worry, commuting, working long hours)?
- What do I want more of (i.e. security, time with my loved ones, money, choice)?
- If time and money were abundant what would I be doing?
- What does my family want that we don't have (i.e. car, home, holidays, children's education, retirement)?
- How much money do I want to make?
- What will I do with the income?
- What will I do with more time?
- What are my Dreams? – use the four levels of Dreams (aspirations):
 - *Practical Dreams* – pay off loans, mortgage, etc.; amass education funds, retirement funds; purchase a new home, etc.
 - *Fun Dreams* – take the family on safari; parachute with 3 friends; breakfast at Tiffany's; a week in Paris at the George V Hotel; etc.
 - *Meaningful Dreams* – study for a degree; spend more time with the kids; write a novel; start a film studio; etc.
 - *Dreams that change the world* – create a charitable foundation; fund an orphanage; etc.

Your 'I Story'

This is simply your own story. Write this down, now. It has 2 parts:

How did you get involved?

- A little bit about you... what did you do before starting your Arbonne business?
- How were you introduced to Arbonne?
- What you initially thought...

Why did you get involved?

- What got you thinking about the business?
- Your hesitations and fears...

2. Take Action – Next 2 Days (Continued)

- What your turning point was... what did you want to change in your life?
- Glimpse into the future... How does the Arbonne Opportunity enable you to make this change? – your ‘Why’

Read ‘Eye on Arbonnes’ (EOAs) for examples. Download from the Arbonne website www.arbonne.com > The Company > Arbonne Success Stories.

INVITE guests to your launches by phone or in person

- Since the intention is to build your business – refer to your 100 Person List, or just note down whom you would like to invite. Family, friends and neighbors will probably be keen to support you, but always think ‘business partners’.
- Choose a venue that is quiet, free and easy to get to. Everything with this business needs to be simple and duplicable. We want people to say, ‘I could do that.’ You can do it at your home, around a table in a nearby coffee shop, or in a hotel lounge.
- Offer only simple refreshments (Arbonne detox tea & coffee; or possibly wine and finger nibbles – if in your home). It’s about getting a group of your friends around a table to hear about a Business Opportunity.
- It’s best to call up your friends and invite them personally. Avoid using a Facebook group invite, emailing them or posting out invites, as it doesn’t work. Not everybody you call will be at your launch, but everybody at your launch will be people you’ve called. Just call up so they can hear the excitement in your voice and say something like:

“This is just a quick call to invite you to the launch of my new business! I’d love you to be there to hear all about it, and as you can imagine, I’d really welcome the support of my friends in this new venture. I’m having four launches, one on the _____, on the _____, on the _____ and on the _____. Which date is best for you?”

You don’t want to get into a conversation about it as you don’t know enough yet to explain it properly and you want them to hear the presentation, so if they want more info just say:

“It’s with a global health and wellness company. My role is to help build the brand. One of my business partners will actually be at the launch to help explain things more fully. It’s a very impressive company, and I really think I’m onto something. So I’d love to have you there.”

2. Take Action – Next 2 Days (Continued)

Make a list of guests for each date, and get as many confirmations as you can. People often end up getting stuck at work or have other reasons for a ‘no show’ and you want to make sure you allow for that. If people can’t make any of your dates, arrange a 1:on:1 with them and your sponsor. Just say:

“I totally understand. But I’d still love to meet with you and tell you more. It would be great to catch up anyway! We can meet for coffee somewhere, so when’s good for you?”

Remember that ‘you can’t say the wrong thing to the right person’ and ‘a “No” usually means that they don’t have enough information yet’!

Preparing for your First Launch:

The great thing about this business is you don’t need to know the entire Discover Arbonne Business Presentation (DA) to begin with; initially your sponsor will be able to do that for you. But it’s a good idea to say a few words to welcome people, and to tell your ‘I Story’. From your second launch onward, you may want to share some of the presentation with your sponsor.

You will need the following:

- A small display of your products (main ‘Tester Kits’: RE9; FC5; Men’s) & one or two catalogs – with your label on the back (for display purposes)
- Consultant/Preferred Client Sign Up Forms
- Your Calendar for Bookings

Typical Format:

- *Stage One – Welcome & Your ‘I Story’*

Welcome everyone and follow with your ‘I Story’ (keep it brief, informal and from the heart).

- *Stage Two - Arbonne Opportunity and Products Overview*

Your Sponsor will continue with a shortened version of the DA ‘Business Presentation’ (15-20 minutes). Depending upon the numbers/situation, this can be done with or without using slides. We do suggest that just the FC5 Handcreme, Cosmetic Makeup Primer and SeaSource Body Gelee (or just a few of your favorites that you have on hand that are easy to sample) are passed around, for people to try.

- *Stage Three – Your Sponsor will ask your guests to support your new business by:*
 1. Finding out more about this great business opportunity;

2. Take Action – Next 2 Days (Continued)

2. Purchasing products;
3. Trying a tester kit if they haven't done so yet;
4. Hosting events, and/or
5. Referring you to friends who might be interested in either the products or the business.

• *Stage Four – Invite to Try Products Mix & Mingle*

If you have already identified a potential Business Builder(s), introduce them to your Sponsor right away. You can leave them with your Sponsor while you encourage people to try the products.

• *Stage Five - Wrap Up with your Sponsor*

1. Sign up new Consultants/Preferred Clients;
2. Schedule your Follow Ups for those who are interested but haven't signed up at the launch. **THE FORTUNE IS IN THE FOLLOW UP.**
3. Plan the next coaching session with your Sponsor.
4. Schedule follow ups with those who couldn't attend.

BOOK (4) 1:on:1 appointments with your Dream Team', and include your Sponsor, in the next 14 Days.

Book an in-person meeting (3 way call or skype if unable to meet in person) with your Sponsor and any Dream Team prospect who was not able to make your Dream Team launch. Your initial Goal is to find Business Partners - you will collect customers as you do this.

When you first start your Arbonne business it is normal to be brimming with excitement and eager to tell everyone about it! However, it's vital that you learn a few **GOLDEN RULES REGARDING HOW TO TALK TO PEOPLE ABOUT ARBONNE** before you start sharing this opportunity.

New consultants tend to think, "I'll tell a few friends in my own way and see what happens" and it doesn't work! We recommend that you "avoid telling people anything, until you can tell them everything", as people deserve to hear the whole story as you did, and make an educated decision based on facts. Telling your friends little bits here and there could lead to them making wrong assumptions about Arbonne. We need to give them the BIG PICTURE of how Arbonne is a prestige brand, marketed via the business model of the 21st century, and the opportunity for anyone to create wealth and stability for their future.

2. Take Action – Next 2 Days (Continued)

It's your Sponsor's job to give you the best possible start, using their 'hindsight' of the System as your foresight. You need to concentrate on getting people in front of your Sponsor either on the phone, at your launch or at 1:on:1's until you have learned the presentation and understand how to present the business properly.

How to talk about the business properly. This is a business. You want to be professional about it and take it seriously.

The MJ Durkin method is our team's recommended approach (see his 3 way call script, provided in your New Consultant Binder). Here are the basics:

What to say when you're New

Initially say only the minimum until you've had some coaching from your Sponsor: *"I've started a new business and I'd really like you to hear about it. Could we meet for coffee, along with my business partner, so we can explain more? When can we get together?"*

If they ask you questions, say, *"It's with a global health and wellness company. My role is to help build the brand. My business partner has more experience with the company than I do, and I want them to be there to help give you the big picture. I really think I'm on to something."*

If they ask more questions, say:

"I'm still learning a lot of the details, and I wouldn't be able to do it justice in just a couple of minutes. That's why I'd like to have you meet with my business partner and me together."

Things to Avoid

Here are a few things to avoid:

AVOID: Telling people half the story. You want to tell them the whole story, otherwise they may make decisions based on opinion, fear, or partial information.

AVOID: Going out and "vomiting" Arbonne... or constantly talking about Arbonne with people. You still want to talk about everything else that's happening in your life and find out what's happening in theirs.

2. Take Action – Next 2 Days (Continued)

AVOID: Turning social situations into a chance to talk about Arbonne for an extended time. You want to keep business and social separate, and if people are asking lots of questions, say something like: *“Since we’re out celebrating at the moment, let’s meet for a coffee next week and I’ll tell you all about it then.”*

AVOID: Arranging a coffee with someone to catch up and then pull out a gold bag. Make sure people understand beforehand that you want to meet to share your business and how it might help them or others they know.

AVOID: Plastering it all over Facebook. Social Media has revolutionized Network Marketing and can be a very effective business tool when used wisely. Avoid posting pictures of the products to promote the skincare, as it looks like sales; avoid writing an intense status; and avoid sharing links that others post unless you know it’s from a reputable source. The most effective thing is to just be yourself, and promote your lifestyle through pictures.

AVOID: Letting others’ negativity affect you. If someone hasn’t heard the full presentation, then their opinions are not based on fact. You know more than they do.

AVOID: Trying to convince anyone about Arbonne. Amateurs convince and professionals sort. It is our job to share this opportunity with someone and leave them to decide if it’s a ‘Yes’ or a ‘No’ for them. It really doesn’t matter either way. You have made a decision to be successful and their decision only affects them, so just move on!

IMPORTANT: *It’s best to email new prospects -- **AS SOON AS POSSIBLE** -- a link to the Arbonne website - making it easier to learn about Arbonne and prevent them from Googling all sorts of misinformation and unsubstantiated criticism about Network Marketing that floats around the internet.*

Take Action – Next 2 Days (Continued)

Answers to the most common questions

To help you learn key explanations and get off to a good start:

What is Network Marketing?

It's word of mouth advertising. It's a way of distributing a better quality product at a reasonable price by cutting out the expense of marketing, advertising, and other expensive steps in the traditional retail process.

What is Arbonne?

We're a global health and wellness company. We've been established in the USA for over 30 years and we're now expanding globally. My role is to help build the brand by connecting people to our product and our business opportunity.

How do you make money from Arbonne?

We're all already using personal care products like shampoo, moisturiser, vitamins and deodorant every day. We show people how to redirect their spending from wherever they're buying their products at the moment, to buying them online from their own personal Arbonne "store" instead. People then simply share this concept with others. Over time, we build an online consumer network of thousands of people, all consuming the products, and we all get paid on the volume of goods purchased in our networks.

Is it selling?

No, but people buy products all the time... and we only get paid when products are bought! Arbonne is about connecting people to better, safer products that they can simply buy online and enjoy, or make money with if they'd like. It's not about selling your neighbor a lipstick. We have a unique 'try before you buy policy' so people can make up their own minds about what they'd like to purchase.

Is it a Pyramid?

No. Pyramids either have no actual products attached to them, or pay people simply to recruit others. They are illegal. Legitimate network marketing is a multi-billion dollar industry, involving thousands of companies in hundreds of market sectors.

What's so great about the products?

Everything! They're high performance, luxury products that people love. And they're vegan, non-GMO, gluten-free, with no animal testing, no synthetic preservatives, chemical dyes, parabens, phthalates, mineral oil or more than 1000 other known toxins.

2. Take Action – Next 2 Days (Continued)

Is it like Avon?

In one important way, it is: we all cut out the middle man. Consumers get their products for less. However there are many important differences. Our products are prestige level and formulated without harmful toxins. Everything is done online, so we don't deliver products, take people's money, knock on doors or hold stock. Once someone has been introduced to Arbonne they buy online through linked ID numbers, and Arbonne does the rest.

How does it work?

The basis of network marketing is word of mouth recommendation – something people do all the time. We constantly recommend things to people we meet, such as: films, restaurants, books, hotels, Doctors, Hairdressers and salons. The only difference is we don't get paid for it!

If people choose to join the business or like our products, they become brand loyal and switch their spending from retail stores to Arbonne. They order directly from our website, and products are delivered to their homes. Of course, all Arbonne products are consumables, and so they re-order.

There are special offers available on an ongoing basis allowing you to save up to 80% off, depending upon how you order. Every time someone in your Network orders from the website, you receive a 'thank you' percentage from Arbonne which is paid into your own 'on line' account. As your network grows, so does your monthly paycheck. We are paid monthly either by check or directly into your bank.

There seems to be some negativity on the internet... Is Arbonne a Scam?

No. It's an Ernst & Young Award-winning, 30+ year old company with over a half billion dollars in sales last year. Among our investors are Bank of America and GE Capital. Arbonne has been recognized by the U.S. Direct Sales Association (DSA) for special effort in its Code of Ethics Communication Initiative. As of 2013 it was in the top 20 DSA companies. Our executive staff have Fortune 500 pedigrees, and the company continually attracts high level talent.

How much time does it take?

Most people invest 5-15 hours per week when they start their businesses, and do Arbonne alongside their other commitments. Today, many people don't have time for a hobby, but are very prepared to devote time to a multi-million dollar business opportunity. It's not instant gratification, but after 3-5 years on average, people have replaced or exceeded their current income with Arbonne.

3. Learn the System

PRACTICE the Discover Arbonne presentation in your New Consultant Binder. Listen to the Audios of NVPs presenting the Business Opportunity (found in Dropbox and on line, ask your sponsor to direct you if need be). Attend Discover Arbonne meetings. Practice by yourself, and with a friend or sideline until you know it. It's a guide. Bring your own style, language and enthusiasm - make it your own.

LISTEN to audios. There are many AUDIO learning resources on your upline's Wiggio, Shutterfly or Website, as well as Arbonne University (found through the Arbonne Website). Download them, burn them to a CD, or upload to your iTunes and create your own 'Car University'. Once you've ripped through these, move onto the excellent audio books about the vibrant Network Marketing business. Start with these 3 CDs: 'Invisible Profit System' by Chris Widener; 'Business of the 21st Century' by Robert Kiyosaki and 'Brilliant Compensation' by Tim Sales, available from your Sponsor or the internet.

WATCH YouTubes and video presentations about aspects of the business and products that interest you the most. Your sponsor, sidelines and upline will be recommending their favorites to you. Online resources are continually growing. Make Google your best friend!

READ *The Flip Flop CEO* and *Your First 90 Days In Network Marketing* (or equivalent from list in section 5 below). The first will paint the biggest picture of Network Marketing, the thriving business model of Arbonne and thousands of other successful companies worldwide. The second will give you specific techniques for speaking with people, planning your time successfully, and seeing the highest possibilities for your life, and others! When you've finished – just keep going with another book.

DOWNLOAD EOAs – 'Eye on Arbonnes' (Arbonne Success Stories – print out 5 and read them). Download from the Arbonne website www.arbonne.com >The Company > Arbonne Success Stories.

LOG onto the Arbonne websites: www.arbonne.com – visit the Internet Consultants section. Ask your Sponsor to show you how to place orders and read webstats.

www.social.arbonne.com – for great videos, including some testimonials and video versions of EOAs (Eye on Arbonne).

<http://arbonnefoundation.org/> – our Charitable Foundation with a mission to help teenage girls and boys develop the confidence to realize their true potential.

ORDER business tools from The Arbonne Boutique, such as Business Cards/Tester Stickers/Gift Bags. These are outlined in the Ideal Business Order document.

4. Plan your Business

SET A COACHING MEETING with your Sponsor to create your business plan. A goal is a dream with a deadline... Create a plan and work that plan. Use a 90 Day Plan. Set daily, weekly and monthly goals – write them down. Ask 2 people to hold you accountable daily/weekly (accountability buddies) – your Sponsor can be one of them.

5. Get Into Income Producing Activity (IPA)

UNPACK and prepare Tester Kits once your Business Order arrives:

- **PUMP** all bottles ready for use.
- **LABEL** all bottles with 'Tester' stickers (these you have ordered from The Arbonne Boutique)
- **DECANT** the Night Creme, using a teaspoon sterilised in the steam of a kettle, into an air-tight container (such as a food-container - remember to label it with the type of cream - RE9 or FC5). Then clean the Night Creme jar (using an antiseptic wipe) and put tester amount back in the jar, again using a teaspoon sterilised in the steam of a kettle.
- **PLACE** in their Tote Bags.
- **PRACTICE** your Tester Kit drop off.

GET into massive, consistent Income Producing Activity and work on the first 30 days of your 90 Day Plan. Keep the Main Thing the Main Thing. And the 'Main Thing' is the number of times you present the Business Opportunity to someone new. Simply set your goal, decide how many 'Presentations' you are going to do each month, then follow the Results System.

Your business is entirely up to you, however a good rule of thumb for a healthy business is to get this business opportunity, and these products, in front of 30 new people a month. Some people prefer to make all of these 1:on:1 coffee meetings, calls and Skypes (for long distance prospects, you may want to send sample packs). For time leveraging purposes, some prefer all group events - Discover Arbonne meetings (DA's), or a combination of DA's and group events which highlight the product experience, like a Healthy Living Seminar, Host Rewards Party, Ultimate Facial, Genius Express Facial, etc. (Scripts and info for these are in your New Consultant Binder and/or at your VP's internet site).

Some people you speak to will join as business partners, others as preferred clients. Others will be referral sources. And of course there will be those who just say "no". When people say "no", we say, "next".

5. Get Into Income Producing Activity (IPA) (Continued)

PLUG IN – Plugging in is how you learn and improve, you will also ‘Recharge your batteries’. Put the regular dates in your diary and attend.

- Attend ALL meetings in driving distance (1-1.5 hours is driving distance).
Dates updated regularly and forwarded by email.
- Call into conference calls.
- Schedule a weekly time to talk to your Sponsor on the phone (for as long as you need this level of frequency).

START READING (and/or listen to audio books) from this recommended list 30 minutes every day:

Books on Network Marketing Business:

The Flip-Flop CEO by Janine Finner, Lory Muirhead & Whitney Roberts (Book)
The 45-Second Presentation – that will change your life by Don Failla (CD & Book)
The Business of the 21st Century by Robert T. Kiyosaki (CD & Book)
Beach Money by Jordan Adler (CD and Book)
The Four Year Career by Richard Brooke (CD and Book)

Books on Techniques to have a successful Network Marketing Business:

Double Your Contacts by MJ Durkin (Book)
Your First 90 Days In Network Marketing by MJ Durkin (Book).

CDs:

The Invisible Profit System by Chris Widener (CD)
‘Brilliant Compensation’ by Tim Sales (CD)
‘Making the Shift’ by Darren Hardy (CD)
‘Recipe for Success’ by Michael Clouse (CD)
‘Building your Business’ by Jim Rohn (CD)
The Slight Edge by Jeff Olson (CD & Book)
Dare to Dream and Work to Win by Tom Barrett (CD & Book)
How to Win Friends and Influence People by Dale Carnegie (Book & CD)
Think & Grow Rich by Napoleon Hill (Book & CD)
‘Learn the Secret Language of Prospects’ (Colours) by ‘Big Al’ Schreiter

BE READY – Keep an Arbonne Business Bag or case in your car. Make sure you have

5. Get Into Income Producing Activity (IPA) (Continued)

Tester Kits (if you have any free), product samples and Business Packs with you at all times. You never know who you might run into, and there's no time like the present!

PLACE ORDERS Your Sponsor will guide you through the process for your first order. For future orders, go online www.arbonne.com > Log in (enter your Consultant ID No. and PIN) > Shop Online, then start shopping!

HOW TO SIGN UP A NEW CONSULTANT

- go to www.arbonne.com
- Click on 'Join Arbonne'
- On right hand side, enter YOUR ID number
- Check box for Consultant (or Preferred Client)
- Make sure you are the Sponsor
- Continue and follow the instructions on-screen to complete the registration process with the new Consultant or enter the information based on a paper order they have already completed and signed.

Remember.... IF YOU ARE PARTICIPATING IN ARBONNE AS A BUSINESS YOU MUST DO 150 RV/QV PER MONTH TO BE PAID FOR THAT MONTH, AND A CUMULATIVE TOTAL OF 1200 RV/YEAR (AVERAGE 100 RV/QV PER MONTH, OR \$65 US AT YOUR CONSULTANT COST) TO MAINTAIN YOUR CONSULTANT STATUS & BENEFITS.

Congratulations again, and welcome to your mobile, global business future! To your success!

This document was created by an Independent Arbonne Consultant. There are no guarantees regarding income, and the success or failure of each independent consultant, like any other business, depends on each independent consultant's own skills and personal effort. You should not rely on the results of other consultants as an indication of what you should expect to earn. Arbonne is a product-driven company that strongly encourages consumers to use its products before attempting to build a business. You can obtain a copy of Arbonne's most recent independent consultant compensation plan by contacting Arbonne.