

Ten Things I Would Do To Start Or "Re-Start" My Arbonne Business!

By ENVP Donna Johnson

#1 Get VERY CLEAR on my "Why".....Why am I doing this business? Is it a pain to avoid...or a pleasure to gain? You need a compelling reason to keep up your business.

#2 Have a BURNING DESIRE for exactly "WHAT" it is that I want to accomplish. This cannot be given to you by anyone else, it comes from within. Develop a "NOTHING'S GOING TO STOP ME" attitude.

#3 SET YOUR GOAL, and get very specific with a BUSINESS PLAN. Map out your activity, income and promotion dates for the next 1 month, 3 months, 6 months, one year. And then, your ultimate goal. Write a '5 year' biography as if it's already happened. (It's November, 2010 and I am.....have....etc.)

#4 SHARE YOUR DREAM with those you love and are supportive, plus your upline mentor. Ask your coach to hold you accountable and to set up intervals to track your progress.

#5 PUT YOUR GOALS INTO ACTION.....Decide "HOW" you're going to build your business. Workshops, Groups, samples, one on ones, etc...

#6 GET ORGANIZED. Have your tools in place. Do you need catalogs, sponsoring brochures, Opportunity DVD, order forms, etc? if you're working with the cold market, handle the details (where to network etc.), have a calendar for your "pipeline" and follow-up. Get into the detail and go the extra mile: Reminder calls, thank-you cards, pre-profiling, etc. give impeccable service.

#7 STAY CONSISTENT. You can do this business "part-time" but not "sometime." Focus on the basics and repeat the cycle. Schedule, sell, sponsor, follow-up.

#8 STAY CONNECTED. Participate in training, either conference calls or meetings, and encourage your people to do the same. Utilize technology by listening to learn and burns, webinars, recorded calls. Hot coals together stay hot!

#9 DUPLICATE. Teach those you've sponsored to do the same thing you're doing. Even if their goals are different, they'll employ the same system for whatever level of success they desire.

#10 ENJOY THE JOURNEY and CONTINUE TO SET NEW GOALS & ACTIVITY!