

Healthy Living Inside & Out

2-DAY VIP KIT SET UP AND SCRIPTS

RECOMMENDED CONTENTS:

1. Healthy Living Introduction
2. Is Arbonne for You?
3. 2 Protein Shake Mix Packets (1 vanilla, 1 chocolate)
4. 2 Fizz Sticks (1 citrus, 1 pomegranate)
5. 2 Detox tea packets
6. Opportunity Brochure
7. Skincare Sample Pack (*this is recommended based upon their specific needs: healthy aging, mens, acne or calm*)

RECOMMENDED ORDER:

- Vanilla Protein 10-pack, item #2074
- Chocolate Protein 10-pack, item #2073
- Detox tea*, item #2076
- Citrus Fizz Sticks*, item #2077
- Pomegranate Fizz Sticks*, item #2079
- 10-pack Opportunity Brochure, item #2538
- 25-pack Sampling Bags, item #3730

These contents contain enough for 10 VIP Drop Kits

**Contains enough samples for 30 kits*

2-DAY VIP DROP KIT (SKIN & NUTRITION)

PREPARATION (see above list of recommended items)

- Order products & print off documents you'll need
- Choose your pace for desired results including income and timeline:
 - WALKER: Place 3+ per week**
(suggest one w/full size RE9)
 - JOGGER: Place 5+ per week**
(suggest two w/full size RE9)
 - RUNNER: Place 10+ per week**
(suggest four w/full size RE9)
- Download and print Tracker Document (see *Healthy Living VIP Kit Tracking Document on Spirit Wings Website*)
- Create your Names List to include local and long distance contacts
- Order business cards to include your dedicated Arbonne website and all contact information (*cards can be ordered online through arbonne.com>business aids*)
- Prepare and assemble Drop Kits

IMPLEMENT (see attached scripts)

1. Always carry at least TWO with you at all times
2. Follow the system:
 - Share & explain
 - Set follow-up appointment (3rd day, ideally)
 - Sign-up as PC or Consultant with a Nutrition or RE9 ASVP Set
 - Add to Spirit Wings Healthy Living Inside & Out Facebook Group
 - Add to Spirit Wings Nation Facebook Page (if a new consultant and plug into: spiritwings.com and system)

3. ASK FOR A REFERRAL:

Mary, I do my business by appointment and I know how much you loved receiving my VIP Fit Kit. I only prepare a few per week and I have FOUR that I could give to those in your network. You know A LOT of people, but which four do you think would love to receive a VIP KIT? Who do you know who loves healthy products? Who do you know who may be interested in learning about different income streams? Who do you know that is well connected? If you can't choose "just 4" you could host a HEALTHY HAPPY HOUR, and your long distance friends could ZOOM IN. Which would you prefer?

*If they choose to give you four names: get their name & contact information and ask your new PC to message, text, or call them to introduce you and to let them know to expect the VIP kit offer.

*If they choose to host a HEALTHY HAPPY HOUR—book the event—help them create a guest list & invite (see script on approaching the referrals)

FOLLOW UP

- CRM
- Fill in your Tracker DAILY/Monthly – Find your Ratio's (example: Week 1: 10 drops, 6 PC's, 2 Consultants, Average Sales: \$_____)
- Suggested dialogue for offering the VIP Fit Kit (remember, never sound scripted. Be you, authentic and build rapport.)

EXAMPLES FOR HOW TO REACH OUT AND CREATE INTEREST:

An Existing Friend, Family Or Client:

"Mary, as you know I've been with Arbonne, and I just love having my own business and serving others. I have some news, is this a good time? We've recently updated our brand to reflect that Arbonne is now the #1 Prestige Clean Brand for Healthy Living Inside & Out (what you put on your skin & in your body). This is across the board for retail stores, online shopping & Direct Sales. I'm so proud! We've also upgraded how we do our business to fit with the Social Media trends & people's busy schedules happening today. We still offer the party plan, but our main reach out method is sharing a 2-day VIP Kit. If you promise to use it exclusively for 2 days, may I gift you one?"

(Then make a plan to drop it/mail it, and set a follow-up appointment)

BUMP INTO (Make a friend, build rapport, ask questions; what do you do?)

When it's authentic, share:

"I'm an entrepreneur, I have my own home based business with Arbonne. Have you heard of us? I'm really proud, we are the #1 Prestige Brand for Clean Healthy Living Inside & Out. That's across all categories: retail stores, online shopping and Network Marketing, the profession we're a part of. Since people live such busy lives, this is how I work my business: I gift people with 2 day VIP Kits that include both our skincare & nutrition line. If you promise to use it exclusively, may I gift you one?"

(Always be prepared! Obtain their contact information, give them the kit, explain & share, then set follow-up appt.)

APPROACHING REFERRALS

"Hi Mary, this is _____ with Arbonne. Your friend Mike is my client and he probably reached out to you about the FREE VIP Kit I have for you, is this a good time? Have you heard of Arbonne? We are the #1 Prestige Clean Brand for healthy living inside & out, and Mike thought you'd love to have a 2-day VIP KIT to trial our pure skincare and nutrition products. Do you like to keep your eye open for great new clean products? We are vegan, gluten free, non-GMO. We don't test on animals, use chemical fragrances or dyes. If I gift you a 2-day trial, can you commit to using it exclusively for 2 days, and then we can connect afterwards?"

(If they live long distance, make arrangements to mail and then Skype, Zoom or Facetime them on day 3.)