

# Signing Up A New Consultant

## What to say, recommend and order

### Starting the Process

1. Start by going to YOUR dedicated website (if you don't recall your direct website address, sign in to arbonne>dashboard. Link is listed at the top-right of the dashboard page). Proceed to click on: join arbonne>consultant
2. Fill in all fields, and confirm that YOU are the sponsor! (never sign someone up without an order attached)

### Verbiage

*Now, let's get your products. As you know, to start a business, it's often tens, even hundreds of thousands in investment. With Arbonne, the start-up cost is minimal. You can start a business with Arbonne with under or around one thousand dollars. Now, I don't sleep with your pock- etbook, so let me show you the IDEAL order to launch successfully and if you need to remove some things, we can do that.*

Remember, when you sponsor people, they will ask you "How did you start?", so often how you start will be duplicated and will be the chalk line.

*Our VIP Fit Kit System is our primary Reach Out Method. (See VIP Fit Kit Set-up & Scripts Document next) As a Consultant, you'll get to shop at 50% off when you utilize ASVP's. You'll need products for your own personal use, displays & appointments, and your VIP Fit Kit contents. If you don't use it, you don't sell it. If Arbonne sells it, don't use another brand. Start switching out products to ship in YOUR OWN mall. All the products you purchase to start your business are a tax deduction. I always suggest that your start up order makes you uncomfortable. This will motivate you to work harder for your return on investment.*

*Our recommended suggestion is: TWO EACH ASVP Anti-Aging Face & Nutrition Sets (one for personal use & one for display/appointments, plus one Fit Kit Pack order (see VIP Fit Kit Set-up/Scripts). At the very minimum, we suggest at least One EACH of the ASVPs, plus one Fit Kit Pack Order.*

### Cost Break Down



#### Two, ASVP Anti-aging Face & Nutrition Sets + 1 Fit Kit Pack

\$1996 retail value, \$1006 consultant cost.



#### One, RE9 Anti-aging Face Set, Nutrition Set, and 1 Fit Kit Pack

\$1098 retail value, \$557 consultant cost.

*"Is this where you want to start? If not, what would you like to remove?"*

Make sure that the minimum is one each of the ASVP Anti-aging Face, ASVP Nutrition set and Fit Kit Pack \$1098 retail value, \$557 consultant cost

*"Remember you're starting Arbonne to make money not spend it and you need the tools. Also, let's make sure you claim your \$100 FREE GIFT!"*

Reference:

Nutrition ASVP RV: \$434 QV: \$310

RE9 Anti-Aging ASVP RV: \$464 QV: \$339

Fit Kit Packs RV: \$200 Cost: \$108 (see 'VIP Fit Kit Set-up & Scripts' Document for Recommended order)