



# HOW TO SUCCESSFULLY LAUNCH A NEW CONSULTANT

## 1. Sign up & Order ASVP's

- ### 2. Send Action Plan Tool & NVP Action Plan Getting Started You Tube Video Link
- Work on Action Plan: Why's, Contact List, Dream Team & fill calendar with current commitments.

## 3. Welcome Call With VP

### 4. Getting Started Meeting (In person or via zoom)

- Share their Why's!
- Go over calendar & circle times where they can do their Arbonne Activities.
- Schedule 1-2 personal group events to use for inviting if they say no to option 1 & 2 in the Funnel Ask Method.
  1. Goal: Find at least 6-10 times for group events within 30 days.
  2. Block out additional 30/60 minute time slots for "Take A Look" zooms or one-on-one's.
  3. Write in/set alarms for Team Training Events/Zooms
- Go Over Funnel Method System Booking Verbiage to use with the 100 Contact List.
  1. Most Importantly - Start with identified Dream Team People!
  2. Share responses & results with upline VP as you get them.
- Download Apps & Get Connected to all groups (see front of Consultant Tracker).

## 5. Prepare them for the Activity they schedule

- Write & Share via vover their "I Story" using "I Story" tool (should be 1 minute or less).
- Have them Print, Practice & Share via vover Closing Strong, using the "3 Ways To Win Close Tool".
  - Ensure they feel confident & understand the benefits of all 3 close options (Consultant, Preferred Client & Host).
- Download & practice presentations (Fit & Facial, Healthy Living, Skincare/Spa).
- Direct them to "How To Pack for Your Event" tool & go over items needed for their events.

## 6. Help them execute their activity.

- If possible go with them or attend via zoom.
- For One-on-One's direct them to "Is Arbonne For You" tool and provide 3rd party validation.

## 7. Goals & Tracking For Success.

- Check in on their activity/goals in 3 days.
- Use and go over "Monthly Tracking For Success" tool.
- Send "Tracking for Success" You Tube video link for additional guidance.
- Send them "Hostess Coaching" You Tube video link for additional guidance.
- Send them "The Fortune is the Follow-up" You Tube video link for additional guidance.