



To accomplish your goals, begin by booking appointments to meet your target of two Group Presentations per week. Reaching out to family and friends can seem daunting at first, which is why it's important to remember you are offering something of value that can improve their lives.

It doesn't have to be perfect; it just has to be genuine. The more you practice, the easier the art of asking will become.

Often as a new Independent Consultant, you may experience some “phone phobia” — meaning you feel anxiety when making connections over the phone. The process of contacting prospects over the phone may seem intimidating at first, but once you get going it becomes easier with every call you make. Plan your script ahead of time to ease this phobia and evolve your script as you place calls. Soon you'll be an expert at phone connections.

Write down what you think you might say:

Sample Phone Scripts

Hi, Jan. (pause) This is Laura calling. (pause) If you recall, we met at Pam's house on Tuesday night. Do you have a quick minute to talk? (pause) Great! The reason I am calling is I started my own home/Internet-based business with Arbonne, a health and wellness company that makes personal care products that are botanically based. I would love to have you be one of my first Hosts and pamper you and your friends. We could have your Group Presentation on Friday night or Saturday afternoon. Which would work better for you?

You can easily develop your script by following a basic six-step process.

1. Start with a friendly greeting:

Hi, Sally! (pause)

2. Introduce yourself, and establish your connection with the person you're calling:

This is Sandy calling. (pause) If you recall, we met at Mary Jo's house on Tuesday night.

3. Ask for permission to talk:

Do you have a quick minute to talk? (pause)

4. Be direct:

The reason I'm calling is that I know how much you loved [product], and you expressed an interest in hosting your own Group Presentation.

5. Let them know what's in it for them:

Hosting an Arbonne Group Presentation is a great way for you to earn not only [the product she wants], but many more products at an incredible discount.

6. Gain commitment:

My calendar is filling up fast, but I still have Tuesday the 23rd or Thursday the 25th available — which day would be better for you?

Planning Your Calendar

When you're running a global business and balancing a busy personal schedule, it takes a smart strategy to succeed. Build your weekly schedule around these three key areas:

PLAN

Plan your time to devote specifically to your business, your family, and your other personal responsibilities. Creating, maintaining and systematically using a calendar will help. As you set up your calendar and evaluate how to maximize your time, divide your activities into these three categories:

Income-Producing Activities

This should include One-on-Ones, presentations, calls to Clients, follow-ups with Preferred Clients, connections with prospects or referrals, and booking for presentations, One-on-Ones, etc.

Coaching, Training and Administrative Tasks

This should include time to explore The Source, training calls, listening to audio trainings, checking emails, social media postings, organizing files, following up on order status, etc. These activities are necessary, but do not directly produce an income.

Personal and Family Time

This should include personal care, shopping, carpool, going to family functions, etc. These activities are an important part of your *Why* story and deserve to have time dedicated for them.