

How to Sponsor and Win

WHO to Sponsor?

Sponsor people you like, your clients, your friends, neighbors, co-workers, people you do business with and referrals by others. Look for one or more of the following qualities:

- action oriented
- hard working
- positive
- desire to earn extra money
- loves the product
- wants to have own business
- energetic
- has lots of friends
- coachable

WHERE to find Consultant Candidates?

1. Your Client file. Clients are the best candidates because they are already using and loving the product.
2. Your Holiday card list - it should be right up to date!
3. Your local schools, churches, synagogue, clubs.
4. Your neighborhood and place of work.
5. Small local businesses.
6. Your contact list on your cell phone.
7. Restaurants, coffee shops
8. Shopping malls and grocery stores.
9. EVERYWHERE!

WHAT do you need to Sponsor someone?

1. A place to meet; your home, their home, a coffee shop, hotel lobby, any place where you two can sit and talk.
2. Your appointment book, smart phone or daily planner so you can schedule a date for your new Consultant's strategy session and Grand Openings
3. Your business card.
4. Sponsoring/Curiosity Packet.
5. Products: RE9 Set, Fit Kit, Samples.

HOW do you sponsor?

The easiest way to sponsor someone is to A-S-K. Asking is the beginning of receiving. Receiving is not the problem, failure to ask is. Receiving is like the ocean - there's plenty.

HOW to ask?

1. Ask with intelligence. Ask each person about themselves. Listen more than you talk. What are their wants, dreams and desires? LISTEN to the replies.
2. Ask with faith. Plan like an adult and believe like a child. Where would you be if no one shared the Arbonne opportunity with you?

Door Openers for Sponsoring:

1. There's something I'd like to talk to you about (or to take a look at). I'm calling business minded men and women."
2. "I have just started my own business and I am looking forward to making some great money. I think it might be something that would interest you."
3. "Do you know anyone who would be interested a home based business, working part time to earn full time income."
4. "Susan, I really respect your business judgment. I would like your opinion on a new business opportunity."
5. "Would you be interested in doubling your present income with only about 10-15 hours a week of effort?"

Sponsoring Signals

Nothing is easier than being able to offer someone a job opportunity! THINK ABOUT THAT! Sponsoring is a state of mind. Are you focusing on yourself or are you focusing on the individual you are trying to sponsor? The way to gain confidence is to focus on the other person and remember you are OFFERING not asking. What a beautiful feeling, to be in the position whereby you can offer another individual an opportunity to make some great money, working part time!

Sometimes people do not come right out and express themselves because they are afraid or nervous OR afraid that they will be pressured. that is why LISTENING is the key to sponsoring people and then offering. What do we listen for? What kinds of things or questions do people ask or say, what remarks are you overhearing at your presentations or when you are out and about, that you do not realize are sponsoring signals?

LISTEN:

- _____ How many of these "preentations" do you hold a week?
- _____ Do you like doing this? (if your 100% enthusiastic, they will know)
- _____ Don't you get tired of doing this?
- _____ You mean you also have a full time job?
- _____ I could never do this!
- _____ My sister would be good at this!
- _____ I am really tired of my job.
- _____ I love your products, but I can't afford them.
- _____ I am so glad I found Arbonne and that you are my Consultant.
- _____ I would like to place a re-order.
- _____ Does your husband mind you being out like this?
- _____ I would love to get out of the house once in awhile.
- _____ How much money do you make?
- _____ I used to sell _____, but didn't like the pressure.
- _____ My skin feels so good!
- _____ I could never sell anything.
- _____ I don't have time for what you do.
- _____ I don't have much confidence in myself.

Any of these statements familiar? Stop and really think about what that person is trying to say to you...whether subconsciously or consciously. To respond to any of the above, try asking yourself the same questions and the answer will come easier. How do you find the time? What does YOUR husband think about Arbonne, etc.? You became a Consultant for various reasons, many of them varied. Do you share these reasons at your Arbonne demonstrations all the time? Our own attitude makes a big difference when we are trying to sponsor. Try to relate to the guests at your demonstration.

REMEMBER: People usually rule out becoming a consultant because they don't have all the facts. Never rule out anyone without asking them individually!

SAY: What Arbonne has to offer!

- The highest quality vegan, gluten free nutritional and skin care products for the health conscious consumer (for the entire family).
- Highest paying business plan in the industry, and a ground floor opportunity, with less than 1% brand awareness.
- Work your own hours, set your own pace and advancement.
- Work to a 6-digit income.
- Mercedes Benz car program.
- TRAVEL...TRAVEL...TRAVEL.

BE DUPLICATABLE!!!