

How to Ask - Invite Wording

4 Quadrants of Communication

We use the 4 Quadrants of Communication technique to create a compelling, thoughtful, concise, personalized message to someone. It's a structure to help you move through your conversations and at the same time aid you with staying on track. When you get mastery over the 4Q, you'll be able to develop a sharp conversation on the fly anytime and it will be natural and professional! Practice, practice, practice!!! Practice with your mentor and in the mirror. The mirror is an amazing and super effective tool for practicing the 4Q!

You can start with: "Hey (first name)!"

FACT:

- It was great meeting you at the party last week.
- I've been thinking about you since you mentioned that you are looking to find a new job.
- I don't know if you know this, but I just did a 30-day Healthy Living Program.
- You've mentioned you wish you knew what to eat to lose weight.
- It's been great to get to know you at the baseball field and I don't know if you know this, but I have a health and wellness business with Arbonne.
- I know you and I have talked about Arbonne before, but peoples situations change all the time (or, but there are some things going on or I've really learned a lot and have changed this into a real business).

FEELING:

- I'm kind of nervous about asking you this, but you've been on my mind since the party.
- I'm super excited because I just made a career move and started a virtual franchise with Arbonne.
- I loved it SO MUCH and got great results, I can't help but tell people about it, so I signed up to be a Consultant.
- I'm so excited because I'm doing something right now and I can't believe MY changes and how great I'm feeling.
- I'm kinda nervous about asking you this because we don't know each other that well, but...

BELIEF:

- I really had fun with you and could see you doing really well in this business.
- I thought of you because you are so hardworking and fun and I think we'd have a blast doing this together.
- I think you would love it too because it's been such a time AND money saver, and you will feel amazing!
- I think it's just what you and your sister would love and you both could do it together.
- I think you are a super fun person and I'd love to get to know you better.

ASK:

- I would love to meet up with you and see if it might be a fit for you. If this ends up not being for you, that's OK, but its definitely worth your time to find out, and we'd get to catch up too. I'm free Tuesday or Thursday morning, do either of those work for you?
- We are having a great event on Tuesday night at this wine bar, and I'd love for you to be my guest and see if this might be a fit for you. Even if it's not, we will have a blast and get to catch up.
- If I sent you a 10-minute video that tells you about it, you would watch it?
- We are having a Health Happy Hour on Wed. to talk about our Healthy Living program and taste and touch the products, can you come?
- It would absolutely mean the world to me if you could get together 5 or 6 of your friends at your house and we can do a little Healthy Happy Hour so all of you can learn more about these amazing Health and Wellness products. Plus, I'll totally spoil you with a fat discount and give you a free product!