

# **SPONSORING APPROACHES & SCRIPTS**

## **The Direct Approach**

\_\_\_\_\_, I am really excited about what I am doing. I'm looking for a sharp, articulate person that I can train to work with me to expand my business and I feel you have the qualities that I have been looking for. May I meet you for lunch and tell you a little bit about what I have to offer?

\_\_\_\_\_, would you be interested in earning some extra money? How does your schedule look the next couple of days? The reason I ask is that I would like to come over and meet with you for about 20 minutes and let you know what I am doing and why I am so excited about it.

## **The Opinion Approach**

\_\_\_\_\_, I have a lot of respect for you and the success that you have had with your business. I'm just getting started with a new business project and I'm excited about the potential. It would mean so much to me if you would take a look at it and give me your opinion.

\_\_\_\_\_, I'm considering making a career change and I've found what looks like a dynamic opportunity. With your background and expertise, I would really appreciate your opinion before I make a serious commitment. Could you do that for me?

## **The Could You Please Do Me A Favor Approach**

\_\_\_\_\_, I have loved working with Arbonne and being a stay at home mom. I don't know if this is something you would be interested in, but I bet you know others who would like to be able to put their family first and make an extra \$500-1,000 a month working part time from home. Could you please do me a favor and allow me to take 20 minutes of your time, drop off some information and a video for you to watch?

\_\_\_\_\_, could you do me a favor? I'm now working part time for an international personal care company. We are looking for a some people with leadership and management ability to help us expand this area and I thought you might recommend some people for me to talk. Could you please do me a favor and be thinking of a few people you think would be able to teach, train and handle a large cash flow?

## **The If I Could Show You Approach**

\_\_\_\_\_, if I could show you how to make a full time income working part-time from your home, would you be interested?

\_\_\_\_\_, I know you are very concerned about \_\_\_\_\_ (your children's educational costs, having a great vacation for your family, helping a relative, etc.). I don't know if this would be right for you, but it has made a difference for a lot of people including me. If I could show you how you could have \_\_\_\_\_ working part time hours from home, would you be interested?

## **The Do You Ever Think About Doing Anything Else Approach**

\_\_\_\_\_, I'm really impressed with your people skills (any sincere compliment) and you're obviously very successful at what you do. Have you ever considered applying your talents and ambition where you could make more money and have more time to enjoy it?

I am looking for a person like you with leadership and management ability to help us expand our business in this area. If you are open to considering something new or adding an additional income stream I would love to show you what we have to offer! I really think it is something that will interest you.

## **The Referral Approach**

Hello, \_\_\_\_\_, my name is \_\_\_\_\_ and I am working with an international company that markets personal care products. We are currently looking for some key individuals with leadership and management ability who could help us open this region. I was talking with \_\_\_\_\_ and she suggested I talk with you. I understand that you have been very successful and I wanted to see if you would be interested in reviewing what we have to offer.

Hello, \_\_\_\_\_, my name is \_\_\_\_\_ and I am helping with the expansion of an international company that markets herbal botanical based personal care products. I was given your name by \_\_\_\_\_ who told me about you and \_\_\_\_\_. I was so impressed with what I heard; I thought I would give you a call. Are you open to taking a look at something new, perhaps as an additional income stream?

## RECRUITING ONE-LINERS

I'm looking for self-motivated people who realize how important it is to have multiple streams of income. I am hoping you can lead me to someone who would like to work out of their home.

I've never had so much fun working! Do you like your job? What would you change?

I love teaching, there is such a need for it right now. People are starving for information.

I'd love for you to work with me. Would you be interested in participating in our training program?

If you like people, you'd really like what I do. I meet people, I help them feel better about themselves, and earn great money doing it.

I've been with Arbonne for several years, and I enjoy it more today than I did when I started! It's a great product, a great company and I can highly recommend it!

My business has doubled this year. In fact, I'm looking for people to train who would be interested in doing what I do.

I made a choice to stay at home while my children were young. I have found a way to make a good income and still put my family first.

You seem to really care about skin care, cosmetics and health. With your background, I know you could be successful in our company.

I'm looking for people to help me teach others about our products because there is so much interest in herbal botanical products that are environmentally safe and never tested on animals. Who do you know that would be interested in my business?

I go to work on my own time schedule and have all these great products to use, and work out of my home.

I choose when I work and with whom I work and I am creating a great income. I would love to work with you. Could we get together and talk?

You are very ambitious. Have you ever considered where you would be if you applied that ambition to your own home-based business?

You own your own business. Have you ever felt that it owns you? Would you be interested in developing another income stream that could allow you more freedom?

You seem very good at what you do. Do you enjoy it? What would you change if you could?

Does flexibility appeal to you? Residual income? What if I could show you a way to have both, would you be interested?