

CREATING YOUR STORY

YOUR "I" STORY

- Share at events & 1/1's & opening your Discover Arbonne's
- It's how people get to know you & builds trust
- Lets them learn why this business is important to you & where you are going!
- It gives permission for others to think "what if"
- Weave your personal testimony in it
- It is your invitation for them to join
- Be relatable
- 3-5 Minutes Max
- Paint the VISION thru your story

1. INTRO & BACKGROUND: Name a few things about you personally - what you do/did prior to Arbonne.

2. HOW INTRODUCED & REASON YOU SAID YES: How were you introduced? Reason you said YES

3. FEARS & HESITATIONS/TURNING POINT: Why were you skeptical, fearful or hesitant & what made you get over it. This is a great time to share a success story of your upline or someone that they might be able to relate to. This is important because it helps people relate to you in their own skepticism and helps them see how they can overcome it as well. (If you are doing a HHH, share either your bootcamp success or someone else's.)

4. WHAT ARBONNE HAS DONE/IS DOING/VISION FOR FUTURE & AN INVITATION: This is the most important part. Share what Arbonne has already done & where you are going, your vision for the future. What is your #1 WHY from your list? Talk about that! Talk about what your life will look like once you've achieved that. What are your other whys? Where do you see yourself? INVITE them to join you say at the end, "I'm going straight to the top of this company and I'm looking for others to join me." Be excited! This is what will make people want to join your team!

YOUR "OUT & ABOUT" STORY

- How you answer the question "What do you do? What is it?"
- Meeting people - out and about/thru others/on social etc is the life blood to your business
- Keep it Simple. . .Less is more
- Be authentic
- Friend them on Social

What do you do? "I consult for an online wellness and beauty company where I help people through a health living program twice month! Has anyone/a friend ever shared Arbonne with you?"

No matter what their answer is ASK MORE QUESTIONS?

If they have heard of Arbonne: "Awesome. What do you use and love? Have you done the 30 days to healthy living? ...IF they have a Consultant edify the program & biz "You should really connect with your Consultant SO much is happening!!! It is the best.

If they have never heard: "AH!!! I love that! Are you on Insta? FB? I would love to connect more."

What is it? "AHH!! Would love to share more but there is so much goodness to share! Are you on Insta or FB? I can send my website & some info.