



# GETTING STARTED GUIDE

*welcome to our team*

## OUR MISSION:

TO TRANSFORM LIVES BY PROMOTING HEALTH, BUILDING WEALTH,  
FOSTERING A SUPPORTIVE COMMUNITY AND  
GIVING BACK TO MAKE A DIFFERENCE IN THE WORLD!

# GETTING STARTED

## checklist

1

### BE A PRODUCT OF THE PRODUCT

Most people order these first:

- 30 Days to Healthy Living #1229 or Daily Essentials Bundle #1607
- DermResults Advanced Skincare #3920
- 1 DermResults Advanced 10-pack skincare samples #3937
  - under shop all > business aids

2

### PICK YOUR PATH: WORK FROM WIFI &/OR LAUNCH!

#### 1) Whichever path you choose, do these first! (click each link)

[Why Story](#)

[Name List](#)

#### 2) Work from Wi-Fi!

- [CLICK HERE](#) for Boards app and click on "Get Started" folder, click on "Ambassador/Work Remote" folder.

#### 3) Launch Events!

- [CLICK HERE](#) for Boards app & click on "Get Started" folder, click on "Launch Events" folder & pick 2 back to back dates ASAP!
  - Launch 1: \_\_\_\_\_ Launch 2: \_\_\_\_\_

[Invite Graphics](#)

INVITE

1:1  
APPT

1. PC  
2. HOST  
3. IC

SAMPLE

VIDEO

- **How to invite to your events:** (use 30-40 Person List & see Verbiage Help below & Boards)
  - For best results, call or voice text (limit to 1 minute), texting is last resort.
  - *Hi (first name)! I am so excited! I decided to become a consultant and build my business with Arbonne because... I can't wait to share more about this with you because... I'm having a get together on (Date and Time) or (Date and Time). It would mean the world to me if you'd come listen! Which day works best for you?*
    - \*Include invite graphic
  - **Can't make it? Ask for a call/coffee date:** *I totally understand! Are you free (day) or (day) this week for 15 minutes to pop on the phone with me (or meet me for coffee) so I can fill you in on why I'm so excited? At the very least, you'd be helping me become better at sharing and I'll treat you to a cup of coffee/tea.*
  - **Your upline will be with you to model all of these activities while you learn!**

#### • Getting Into More Activity!

[Presentation Training](#)

[Presentation Script](#)

#### • Ask 4 friends to be a connector (host) & pick dates in your 1st 30 days

- Connector 1: \_\_\_\_\_ Connector 3: \_\_\_\_\_
- Connector 2: \_\_\_\_\_ Connector 4: \_\_\_\_\_

[Verbiage Help](#)

#### • Schedule your Zoom event for out-of-towners

- Date and Time: \_\_\_\_\_

3

### IN THE MEANTIME...START USING SOCIAL MEDIA

- Make your first post
  - See our [Social Media](#) starter sheet for guidance.
- Someone wants info?
  - Share screenshots with your upline to help you with responding and refer to "Verbiage Help" link above.



**SCHEDULE YOUR  
30 MIN STRATEGY  
SESSION WITH  
YOUR UPLINE  
WITHIN 48 HOURS**

# GETTING STARTED

what's next?

## ABC'S

### ACTIVITY:

- 30-40 FACES - have conversations through coffee dates, 1:1s, in person/virtual events, calls, messages
- 40 IDEAS TO MAKE NEW CONNECTIONS - how to grow your network
- SHARE THE BUSINESS AND PRODUCTS - share the whole Arbonne story

### BELIEF:

- SUGGESTED FIRST BOOK(S) - Get Over Your Damn Self and/or The Four Year Career
- SUGGESTED FIRST PODCAST - Level Up with Debbie Neal
- TALK ABOUT ANY FEARS AND HESITATIONS with your upline

### CONSISTENCY:

- DAILY METHOD - print page 5 of the Strategy Playbook (or write in a notebook) and complete all tasks daily if you're serious about consistently working your business part-time.
- SHOW UP - team huddles & trainings, GTC, retreats, monthly meetings, discover arbonne events
- SOCIAL MEDIA - see Social Media Toolkit, Graphics and Content Kit
- SET ARBONNE "OFFICE HOURS" AND TIME BLOCK ON CALENDAR

## DOWNLOAD ARBONNE APPS & JOIN TEAM GROUPS

- Boards app & Zoom (team huddles/trainings, virtual events/calls)
- Arbonne MyOffice App & Arbonne App (business tools and media)
- Team Instagram Chat
- Team Facebook Page: building nations! (password: teamwork)
- Healthy Living Simplified FB Group (you can add your PCs in this group too as there are great product testimonials shared)
- Healthy Habits Club FB Group

## SET UP YOUR VIRTUAL OFFICE

- Log into your Arbonne account > add your picture and Why Story
- Follow @arbonne on Instagram
- Follow your upline NVP & RVP on social media
- Stay Connected in our building nations Instagram chat & Facebook group, add to favorites & turn on notifications as this is where important information is shared!
- Download the Arbonne Digital Catalog & Ingredient Guide (if someone has an allergy you go here & look up an ingredient to see which products contain it).



MOST PEOPLE OVERESTIMATE WHAT THEY CAN DO IN A YEAR,  
BUT UNDERESTIMATE WHAT THEY CAN DO IN 5 YEARS.



Examples  
Here

*CREATE YOUR 2 MINUTE*

# WHY STORY

This is what you will share at every event and 1:1. People are more likely to support you when they know why you're doing this. Share with your upline when you're done!

ABOUT YOU: NAME, WHERE YOU'RE FROM, WHAT DO YOU DO NOW/USED TO DO

HOW WERE YOU INTRODUCED?

WHAT ARE THE INITIAL ATTRACTIONS YOU HAD?  
(FOR EXAMPLE: FLEXIBILITY, MORE INCOME, WORK FROM PHONE, COMMUNITY...)

WHAT ARE THE INITIAL HESITATIONS YOU HAD?  
(EXAMPLE: I DON'T HAVE TIME, I DON'T HAVE MONEY, I DON'T KNOW ANYONE...)

WHAT ARBONNE HAS DONE FOR YOU?  
(JUST STARTING? BORROW YOUR UPLINE'S STORY)

WHAT ARBONNE IS GOING TO DO FOR YOU?  
(FOR EXAMPLE: MORE TIME, PRESENT PARENT, QUIT JOB, TRAVEL, PAY OFF DEBT...)



# 40 PERSON LIST

STAR YOUR TOP 10



<input type="checkbox"/>	_____	<input type="checkbox"/>	_____
<input type="checkbox"/>	_____	<input type="checkbox"/>	_____
<input type="checkbox"/>	_____	<input type="checkbox"/>	_____
<input type="checkbox"/>	_____	<input type="checkbox"/>	_____
<input type="checkbox"/>	_____	<input type="checkbox"/>	_____
<input type="checkbox"/>	_____	<input type="checkbox"/>	_____
<input type="checkbox"/>	_____	<input type="checkbox"/>	_____
<input type="checkbox"/>	_____	<input type="checkbox"/>	_____
<input type="checkbox"/>	_____	<input type="checkbox"/>	_____
<input type="checkbox"/>	_____	<input type="checkbox"/>	_____
<input type="checkbox"/>	_____	<input type="checkbox"/>	_____
<input type="checkbox"/>	_____	<input type="checkbox"/>	_____
<input type="checkbox"/>	_____	<input type="checkbox"/>	_____
<input type="checkbox"/>	_____	<input type="checkbox"/>	_____
<input type="checkbox"/>	_____	<input type="checkbox"/>	_____
<input type="checkbox"/>	_____	<input type="checkbox"/>	_____
<input type="checkbox"/>	_____	<input type="checkbox"/>	_____
<input type="checkbox"/>	_____	<input type="checkbox"/>	_____
<input type="checkbox"/>	_____	<input type="checkbox"/>	_____
<input type="checkbox"/>	_____	<input type="checkbox"/>	_____
<input type="checkbox"/>	_____	<input type="checkbox"/>	_____

**MEMORY JOGGER:** FAMILY, FRIENDS, COWORKERS, ACCOUNTANT, ATTORNEY, BABYSITTER, BARTENDER, BLOGGER, BRIDESMAIDS, CHIROPRACTOR, CHURCH, COLLEGE STUDENTS, COUSINS, DENTIST, DOCTOR, ESTHETICIAN, EVENT COORDINATOR, FINANCIAL PLANNER, GYM, HAIR STYLIST, INSURANCE AGENT, INTERIOR DESIGNER, LAWYER, MILITARY, NAIL TECH, NEIGHBORS, NURSE, PHYSICAL THERAPIST, REAL ESTATE AGENT, SCHOOL, SORORITY, SPORTS, SERVER, STAY AT HOME MOM/DAD, TEACHER, TRAINER, WEDDING PLANNER

# STARTER SHEET FOR SOCIAL MEDIA

Social media is just like advertising. It's a way to reach more people and show them what you are doing and why you are doing it/loving it/recommending it... Use social media as a tool. Share your heart - share why you decided to be a consultant, what do you love about the products, how have they made you feel, what do you love about this business, what are you excited for, etc!

## YOUR FIRST 3 POSTS:

first post



second post



third post



**Pull your audience in:**  
*"I took the leap and started something new!  
 Thank you to my friend (name) for  
 introducing me to a simple way to make  
 myself a priority. More to come tomorrow!"*



**What are you doing & why you are doing it:**

*Example: "I added in some new healthy  
 habits because I wanted something simple  
 that I'd actually follow. Turns out, I found the  
 perfect solution! This amazing product has  
 everything - a full serving of fruits & veggies,  
 prebiotics, probiotics, digestive enzymes, and  
 all the good stuff like biotin, hyaluronic acid,  
 and vitamin C. It's been a game-changer for  
 me, helping with bloating, glowing skin,  
 digestion, nail and hair strength, mental  
 clarity, energy levels, and so much more.  
 Can anyone else relate or am I alone on this  
 journey?"*

**Celebrating your business launch:**

*"Tonight we cheered with fizz to...  
 deciding to partner with Arbonne! I have  
 been thinking about joining but of course I  
 had some hesitations (name 3 here). I've  
 learned that you're never too young, too  
 old, too busy, or too good to start  
 something that your future self will thank  
 you for. I'm so glad I put every excuse aside  
 and signed up.. I love the products. I believe  
 in the brand, their mission, and what this  
 can do for me and my family. Can't wait to  
 keep sharing my venture with you. Thank  
 you to everyone who came to my launch  
 tonight! My next one is..."*



# VERBIAGE HELP

*5 parts to an ask*

WHAT YOU NEED → WHY YOU NEED IT → WHEN YOU NEED IT → WHY YOU THOUGHT OF THEM → IF I... WILL YOU...

## BUSINESS

Hi Katie, I hope you're doing amazing! I wanted to reach out to you because I've decided to become a consultant and build a business because... I immediately thought of you because... I don't know if it'd be a fit for you, but if I take you to coffee/we pop on a 15 minute call with my mentor (name), would you be open to just listening, no strings attached?! It would mean the world to me and at the very least you'd be helping me becoming better at sharing.

## FOLLOW UP

Bridget, thank you so much for your time (watching the video, coming to our event, trying samples). What intrigued you the most? I value your opinion and would love to help you take the next step/get your hands on the products! Do you have any questions I can answer for you first?

**FUN FACT:**  
80% OF SALES ARE MADE  
AFTER 5-12 CONTACTS

Hey Claudia... me again 😊 I didn't want you to think I forgot about you!! I wanted to check in like I said I would! I would love to help you take the next step/get your hands on the products! Do you have any questions I can answer for you first?

## CONNECTOR

Hi Megan! I have a quick question and I'd be so grateful for your help! I'm so excited because I just started a health and wellness business and grow through word of mouth. Would you be willing to get a few of your friends together for a healthy happy hour for me this month? If I promise to make it fun, do all the work, and make it worth your while, would you be open to getting 4-5 friends together this one time?! It would mean the world to me!

## SAMPLES

Hey Rachael! So, I only give out a limited amount of samples to people I know won't leave them sitting on their kitchen counter, haha! If I give you one/mail you one tomorrow, would you be willing to let me follow up in the next couple days? I'd love to hear what you think!

## REFERRAL

Hey Lindsey! I know you're loving your Arbonne products! It means the world to me to be able to help you and your support really blesses my family! You may not know this, but I build my business on referrals from great clients like you. If I give you an amazing discount on your next order, will you connect me with a friend or two that you believe would benefit from Arbonne? Thank you for considering me!

## DAILY GUT RESET

**Invite:** I don't know if you're feeling anything like me, but I'm starting a mini gut reset for anyone who wants to feel better/take control of their health with me. I thought of you because... (fill in the blank). Are you looking for more energy, less bloating, lose unwanted weight, remove the brain fog, or do you know someone who is? You can make this as simple or as strict as you want! Do you want to be included? Happy to send some info!

**Info:** I'm excited to tell you about this duo!! I do it daily and absolutely love it. The daily gut reset consists of your choice in flavor of our B vitamin energy fizz + our greensynergy elixir which is a 3-in-1 of our greens, collagen builder for hair/skin/nails, and prebiotics + probiotics for de-bloating + gut health. It's also a citrus flavor so it's delicious! It's an easy combo that if you did nothing else for your health each day, I recommend this! Most are also adding a bag of our meal replacement protein designed for weight loss so they have a full reset. I'd love to help you get it ordered and added in our Healthy Living Simplified FB group!