

Business Builder Orientation

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Agenda

- Orientation to:
 - Arbonne.com Home Page
 - Shop Online/AutoShip/RSVP's
 - Webstats
 - Promotion Guidelines
 - Compensation Plan
 - Arbonne's System For Success
 - References

Arbonne.com

- Upclose – Campaigns & News
- Field Support
 - Download Forms
 - RMA #'s
- Spanish Site

Arbonne.com

- Events:
 - ASAP Trip
 - Act Now's – Houston & Anaheim
 - Western Canada Conference
 - NTC 2008
 - Field Meetings
 - Car Presentations
 - Facility Tours

Arbonne.com

- Rewards & Recognition
 - 2007 Consultant Rewards ASAP points
 - Accent on Actions:
 1. Million \$ Club
 2. Sales Stars
 3. Sponsoring Stars
 4. Presidents Circle
 5. Grand Awards Winners

Arbonne.com

- Product Knowledge
 - Top 9 FAQ's
 - Skin Conditions FAQ's
 - Medical/Pregnancy FAQ's
 - AIRD FAQ's
 - Ingredient Lists
 - Product Knowledge Manual
 - Download NEW Product Training

Arbonne.com

- Business Development
 - Arbonne University
 1. Basic Consultant Training
 2. Stepping Up To Management
 3. Leadership
 4. Personal Growth & Development
 5. The Arbonne Way
 6. Arbonne Electives – Advanced Compensation Plan

Arbonne.com

- Business Development Continued...
 - Learn & Burns – Same Categories as Arbonne University.
 - Business Tools
 - Presentations
 - Library – Demographic Map – EOA's
 - Consultant Registration Online
 - FYI Referral Tool
 - MyArbonne.com

Shop Online

- Autoship
 - ENSURES YOU GET PAID!! \$100 PRV requirement.
 - Sign up online
 - Free Vouchers every 6 months - \$125, \$250 or \$500.
 - PWP – Hybrids – Buy 1 get 2nd one for \$55
 - Deliver 5th or 25th
 - Can be changed at any time.

Shop Online

- Place Orders
- Obtain Return Merchandise Authorization #'s.
- Order Business Aids
- Order business cards/Gold Labels!!!!!!!!!!!!!!
- Make The Most Of Your ID #
- Special Offers with order
 - \$50 = Bonus product
 - \$75 = PWP
 - \$150 = Host Gift
 - \$250 = Host Special

RSVP's

- Eligible first 2 calendar months that you are signed up and upon renewal if you qualify.
- 50% Discount and helps Arbonnize your clients
- Bonus \$\$\$ - \$50-\$75 for each RSVP you personally sell.

Webstats

- Order Information & Tracking
- Sales & Group Volume
- My Upline
- Current Month Summary
- Current Class

Webstats

- **Group Volume**
 - **LEFT Column – Look Left is PERSONAL ACTIVITY! Live in the LEFT! MTD = Month To Date Group Retail Volume**
 - **RIGHT Column – MTD SuccVol – Month To Date Successline Volume. Includes managers that you are paid on but are at the same management level.**
 - **You can't see the RIGHT if you are a consultant or manager with a manager at your same level.**

Tracking Orders

- Go To Webstats
- Click on Order Information
- Last 25 orders listed
- Order Status:
 - Hold Wait
 - Open Transfer
 - In Queue Picked and Ready pack
 - Packed and ready to ship
 - Shipped
 - Void

More Webstats

- Commissions
- Web Reports
- Profile
- My Clients

Promotion Guidelines

- District
- Area
- Regional Vice President
- National Vice President
- Executive National Vice President

- Circle Charts

Compensation Plan

- Arbonne.com
- Arbonne University
 - Basic Compensation Plan
 - Advanced Compensation Plan Training

Compensation Plan

- Why is WIDTH important to my business?
- How do I create WIDTH in my business?
 - Sale
 - Schedule
 - Sponsor
 - PLUG IN to upline support and Arbonne.com
 - Teach/Lead NEW consultants on your team to do the same thing!

Arbonne's System For Success

- Start Now Workbook
 - 21 reasons WHY
 - 100 person contact list
 - ID 5 key people
 - Clear your calendar to make TIME for Arbonne
 - Schedule 20 activities in 30 days
 - 6-10 GROUP “Get Togethers”
- **PLUG INTO TRAINING & SUPPORT!!!!**

Team Tools

- **Closing Your Month Strong**
 - Learn & Burn by Tammy Clinton
 - Skills For Each Phase Available
- **Recipe For Success In 3 Simple Steps**
 - Skills For Each Step Available
- **Doing Your Part Weekly Focus Plan**
 - Learn & Burn By Tammy Higginbotham

Success Plan

- Management Levels
 - District
 - Area
 - Region
 - Nation
- “Executive” – You have promoted someone to your SAME level of management.
- “Executive District Manager”
- Get Paid 6 NATIONS deep and as wide as you want to build your paycheck!!

Don't Mess With The Recipe!!

- Don't MESS with someone else's DREAMS...You have NO RIGHT!!
- Don't try to Mess with the recipe if you have not had success in Arbonne yet.
- Don't take or add to the recipe! It won't work!
- Follow the leader!!
- There is NO SHORTCUT or GET RICH QUICK WAY!!!
- The shortcut is the RECIPE!!!

References/Resources

- Arbonne.com
- Upline – WEBINARS!!!!!!!!!!!!!!!
- Learn & Burns (Register for \$5/month)
- Books on Personal Development & Network Marketing:
 - Dr. Tom Barrett (Daretodream.net)
 - John Maxwell (Book Stores)
 - Shad Helmstetter (Orderthegift.com)
 - Michael Clouse (Nexera.com)