

4 Sponsoring Questions

1. What did you like best about the call?

This shows you what part of Arbonne is most exciting to them.
LISTEN!!

2. What intrigued you most about the call?

Again, shows you the part(s) of Arbonne that speak to THEM.
Use #1&2 to talk more to them about Arbonne. Meaning, if they did NOT get excited about the money, don't talk money. If they DID get excited about the trips, talk trips.

3. Who do you know personally that would benefit from the products, the opportunity or both?

You want them giving you NAMES here. The idea of this question is to get them thinking already about WHO they'd share Arbonne with. This shows them "YES, I do know people. YES, I do have somewhere to start!"

4. On a scale of 0-10, with 0 being "I never want to hear the word Arbonne again" & 10 being "I'm ready to start my Arbonne business", where do you see yourself?

0-4 = Ask to host, Get on product

5-9 = Get on call with sponsor, upline or VP to find out what's keeping them from being a 10. This will show you their hesitations and then you can walk them through their fears. 10 = SCHEDULE STRATEGY SESSION within 24-48 hrs! Call your upline AM or VP for help with this if you need it! Go to the Business Builder Binder in the team Dropbox link and either print all the documents in the GETTING STARTED folder and get to them ASAP or email to them.