

Making the BEST of your Booking!

You made the call, you booked, now have SUCCESS.

Successful OUTCOME=

1. Communicate

Thank you card for agreeing to host

Share your excitement for their presentation

Tell them to keep the snacks simple, but have a FUN environment
("Chicks and Chocolate", "Spa Night", "Protein Pancakes", etc.)

Booking Mistake- No communication with your hostesses until a few days of the presentation

2. Sample Basket

Get your hostesses excited about Arbonne

Give samples or a basket of products for them to use for 3-4 days to make out their WISHLIST (Ex. Re 9 set, Spa wash and lotion, CC cream, Pure Vibrance Shampoo and Conditioner, Hand Cream, A few Genius pads, etc.) Think "head to toe" when giving samples or a basket. If they are using Arbonne products, sample them with products they aren't already using.

Booking Mistake: Hostess NOT on product or never tried product prior to presentation.

3. Give a gift if they listen to an Opportunity call/watch the Opportunity DVD prior to their presentation.

Don't forget to ask the 4 questions.

Booking Mistake: Always remember the purpose of a presentation is to find your next business partners-the HOSTESS could be one of them.

4. Send Invites via email, mail, Facebook

It is important to coach your hostess to make personal phone calls to invite their guests. Teach your hostess to get a Definite “yes” or “no”, a “maybe” means they are NOT coming.

Booking Mistake: Just sending an invitation without a personal phone call from the Hostess WILL result in No- shows, low attendance and frustration.

5. Ask for Referrals

Ask your hostess for names and phone numbers of those that could not attend. Remember, the people that are the busiest usually do not attend presentations-THEY need this BUSINESS.

Example verbiage: “Sally, are there any of your friends that could not attend that you feel would in enjoy sampling Arbonne in the privacy of their home? I know people are so busy and those are the people that I like to pamper and spoil with Arbonne products”.

Calling the Referral: “Hi Sue, I am the Consultant from Sally’s presentation. I would love to meet up with you and give you some incredible samples to try. Sally really thought you would enjoy the _____”.

Booking Mistake: Our job is to build networks by meeting the friends and family of our contacts. You will miss the opportunity to get in front of hundreds of people per year by NOT asking for referrals.

“How elegantly you manage disappointment will determine how quickly you'll experience success”. Robin Sharma