Hi ---------,

Thank you so much for taking your time for our strategy session today. I loved sitting back, tuning into you, and having my heart connect to your why, your vision, and your dreams.

Here is the info for Happy Asking! ☺ (See 4 question follow-up as well). When we make the call:

1. Share your Why (BRIEF!)

2. Share why you thought of them. (Be as specific as possible about strengths and traits they have).

3. Ask if they would be open to taking a look. If it’s not for them, no big deal.

4. If they say yes, send the 6 min. opportunity video: https://www.youtube.com/watch?v=N3x-5ef1Irg

5. Make an appointment to follow-up with them within 24 hours.

EXAMPLE:

Hi Amy, this is Andy. How are you? I’m not sure if you’ve heard, but I recently started my own business with a company called Arbonne. Have you heard of it? (whatever they say back, we respond with “great!”) I am so excited about this opportunity because it is the vehicle for me to *cut my work week in half so I have time to take care of myself and be more present for my family.* (insert your own WHY)

The reason for my call is I think you would be amazing in Arbonne! You are such an outgoing, motivated, friendly and thoughtful person. I feel you would be a great person to work with and I can really see us having fun together!

Would you be open to getting more information about this business to see if it is a fit for you? If it is not a fit, no big deal. But I would at least love for you to hear the information, and I bet you’ll have someone come to mind when you do.

If yes- OK, great. I will text you a YouTube Arbonne Opportunity Link that is about 6 minutes . You can listen while you are driving, folding clothes, bathing the kids, etc. Do you think you could squeeze in 6 minutes today and let me follow-up and ask you a few quick questions? It will only take 5 minutes unless you have more questions for me. (yes) Perfect! Is this afternoon or tomorrow morning better to connect by phone? (set the time) great, thanks!

If no, I understand! Do you think you could help me out by hosting? I would love to educate you and a few friends on the benefits of using our PURE, SAFE products that give you amazing results. It would mean the world to me.

If no- Tell them you would love to get their opinion on our products. If you got them samples to try, would they use them for a few days? (get them samples ASAP)

We are here for you with any questions, ideas, and feedback! Congratulations on your (date) Launch!!