**Strategy Session for New Consultants**

**Prior to the strategy session,** the new consultant needs to do all of the following (otherwise there is nothing to strategize about!):

Sign up as a consultant and place their initial order.

Formulate their WHY (with your guidance)!

Book their two business launches (should be scheduled anywhere in their first two weeks – many hold their first one just two days later)!

Write down their top 10 whom they would most want as business partners.

Complete the first section of our Getting Started Action Plan.

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Schedule a strategy session with you and your AM or VP via phone or zoom – this needs to take place in the next 48 hours. Let them know to allow 45 minutes. If you are the CNS or DM in between, plan to be on this call too to learn! You will soon be the AM/VP conducting these!

**Strategy Session:**

AM or VP introduces herself and asks new CNS to share her WHY and her goals and vision – the choices he or she wants to create with this vehicle.

Start with their top ten list and talk through the first 2 or 3 – why they want that person, how to ask, and how to follow up from that initial call.

Ask the new CNS if they would be open to having a zoom Discover Arbonne to invite their top ten (or more!); the DA will be led by the new CNS’ sponsor. If they are not at all comfortable with this, then don’t push it. If they are not inviting with confidence and belief, they will hear lots of no’s and be discouraged. This only works when the new CNS really gets it and chooses belief and wants to reach out and help others by sharing what they’ve found!

With or without that zoom DA, show them the importance of inviting guests to the next local meeting. (If out of town, tell them you’ll find a meeting near them – if there is no meeting within a 2 hour drive, they can watch the RVA meeting and then begin their own)!

Go over the importance of the additional bookings of workshops, one-on-ones, and getting samples out! Go over AM qualifications and help them to strategize how to get in qualification for AM in their first month.