

# Book your **CALENDAR**

**GOALS:**  
**6 FOR SUCCESS**  
**8 TO BE GREAT**  
**10 TO WIN**  
**12 TO EXCEL**

## 1. Who to ask?

- Friends, family, neighbors, co-workers, existing consultants and clients.. Just take a look at your contacts and social media for ideas!

## 2. What will your host get?

- 35%-45% host perk code discount
- What you offer is up to you! It could be a box of fizz, a basket of products you currently have, or let them pick from the catalog.
- It can be worth it to give up a little more to get your calendar full, knowing you can get bookings from your bookings. You will be meeting 4-6 new people, so keep that in mind.

## 3. Examples of what to say... remember to be yourself, have fun, & get excited!

- Hi \_\_\_\_! I am reaching out to ask for a favor! I was wondering if you would be willing to have a few friends around your table this month for me this month. I will bring the protein treats, fizz, and I promise to make it fun and worth your time. It would really mean the world to me.
- Hi \_\_\_\_! I am reaching out to ask for a favor. I build my business by word of mouth, and was wondering if you would be willing to have some friends over for a \_\_\_\_ (mention your theme) this month. I will bring the protein treats and fizz, and promise to make it fun, and worth your time. It would really mean the world to me.
- Hi \_\_\_\_! I am reaching out because this month I am giving away \_\_\_\_ for anyone who has some friends/family around their table for me! It will be a lot of fun, and I bring the protein treats and fizz. All you need is 4-5 people around your table, would you be willing to do that? It would really mean the world to me.
- (asking ICs) Hi \_\_\_\_! I was wondering if you would be willing to have a 4-5 people around your table for me this month. I will give you all of the commissions, and business from the party. There is no pressure for you to do anything with the business, I am just so excited about all of the new things arbonne has right now. I will do all of the work, bring the protein treats fizz and it will be fun! You would be doing me a huge favor.

## 4. Event themes:

- Always use the same presentation no matter what the theme, so that you have a business that is simple and duplicated. Imagine your next consultant is in the room. Bring your NVP energy and do what you want duplicated.
- Healthy Happy Hour, Makeup and Margaritas, Spa Social, Skincare & Sangria, Makeup & Mocktails, Matcha & Makeup, Skin & Smoothies, PJs & Protein, Fun, Facials, and Foundation, Routine Refresh, Glow Party, Fizz Flight, etc.

**1. What to do when they say yes!**

- Book your date in that same conversation.
- Ask them if a weekday or weekend works better, offer a date you have free within the next two weeks.
- If they want to check with their friends, I always encourage them to pick a day that works for us, and it will be great!

**2. Text them their invitation ASAP, and tell them how excited you are, and ask them to start texting out the invitation right away.**

- Always recommend inviting everyone, not just people they think will come.
- Tell them to text you when they have 4 RSVPs and you will give them a gift. (It can be a bag of samples, or something you already have at your house.)

**3. Set up an event on Facebook with the invitation on it.**

- They can text, and also invite through Facebook.
- Post before and after pictures in there, and the Arbonne Advantage.
- Let them know how excited you are to meet them, and how much fun we will have trying all of the products. This helps me get you connected with their guests and rsmps.

**4. Send your host a recorded Discover Arbonne.**

- Ask them to text you “done” when they have watched it, and you will give them a free gift.
- Ask them some questions: “What surprised you the most?” “What did you love?”, “Who do you know that could benefit from Arbonne?”

**5. Stay in communication with your host.**

- A few days before, make sure she is getting rsmps.
- Ask them who are a few people that can’t come, get their contact information, and drop off a sample bag.
- After the event is over, go into the Facebook event page, and put in some recommend carts/your website for those who could not attend. Post all of the deals available, and be sure to offer something free if they book.