

Hostess Packet Includes

Wish List

Samples

Host Letter (see attached)

Catalogs

Order forms

(be sure everything you pass out has your contact information on it!)

Dear

Thank you for partnering with me to share Arbonne with your friends and family! I am looking forward to your presentation. I will arrive about a half hour early to be prepared to receive your guests. As a reminder, your party is scheduled for:

Date:

Time:

Please read through these helpful tips to ensure a successful presentation.

1. Look over the hostess rewards included in your packet. Think of all the things you can get and I will work to get you everything at up to 80% off!
2. Send me your guest list at your earliest convenience, with your guests name, email, phone and address. I will send an Arbonne evite to each of them.
3. Call your friends and family to invite them personally. They are more likely to come if you call them to share your enthusiasm for the products. Be excited!!
4. Encourage your guests to book parties, if they have a good time or fall in love with the products too! When there are two bookings from your party, you will receive a free product from me!
5. Over invite for good attendance. Please let your guests know that if they bring a friend, they will get a gift (and their orders will count towards your host rewards too).
6. Keep refreshments simple.
7. Use the catalog to get orders from those unable to attend. Outside orders also count towards your host rewards!

Please feel free to call me with any questions. I am looking forward to your presentation!

See you then!

Name

Phone

Remember hostesses are great prospects!

-Hostesses party can become their party- if they decide to join the team

-Hostess gets the commission and the hostess benefits right away

-Hostess gets the PC's and BB's out the shoot

-Hostess gets the parties booked at that presentation!

After you've booked a presentation, we begin the process of preparing the hostess for the get together. First, you set up an appointment with your hostess. This appointment with your hostess is the first step in having a successful group presentation.

In order for you to have a successful group presentation you must make sure your hostess is highly motivated. That can be either by a desire to help you or by a desire to earn some free products for herself. By meeting with the hostess as soon as she agrees to a date with you, you can treat her to some samples (get things for her whole family). You can get her excited about Arbonne, help her create her "wish list" and get her guest list. Guest lists are golden (you will send out invites to her guests through the Arbonne Invites program in addition to her calling and following up. During the meeting to help explain the rewards for hosting an Arbonne event and you may want to add some extra incentives as well.

Now let's role-play the Hostess Coaching script:

I know you agreed to host because you want to help me get started, but I want you to benefit also. Arbonne offers host rewards that I want to help you earn. If we just follow a few easy steps, your presentation can be successful for you and me! With \$250 in sales, you will get to choose \$125 in products for only \$25. Isn't that incredible? In addition to that, you can also earn an extra \$125 in free products. Here's how you can earn most everything on your wish list and get an additional product from me. It's by doing these each of these 4 things: 1) keeping the date you originally booked for your home presentation 2) have at least 5 people in attendance 3) you may have outside orders before the presentation 4) get 2 future bookings from your class. I will make it so worth it to you!!

"Now, let's get your guest list together. We want to invite 10-20 guests because people are so busy, chances are some will not be able to make it. I need the names and email addresses or physical addresses, and phone numbers of the people you want to invite. All you have to do is call to invite them, I will do the rest. Don't worry about whether they say they will be able to attend or not. We are going to shoot for keeping this date even if only a few can actually make it. Many times people's calendars free up and they are able to come at the last minute so we try never to cancel. I'm happy to come however large or small the crowd!"

Getting Ready For The Presentation:

It is important that the host/hostess has a product testimony, to share at the presentation. So, be generous with samples!

You'll send the invitations about 10 days before the date (but, if have an impromptu booking- it will work too!) using the Arbonne host rewards invite system.

About 1 week before the date have the hostess call using the script below, if she asks you what she should say.

“Hi Lisa, this is Erin. Do you have a second? I'm having a get-together at my house this _____ night at ___ o'clock and I'd love it if you could come. My friend Diane is going to be sharing the incredible Arbonne products with us. I've been using the _____ I have seen a huge difference in my skin. I'm learning so much about taking care of myself. The information is incredible and I'd like you to know about it too. I just love it.... I thought about who I would like to come and I thought about you. Anyway, it's at _____ at _____. You don't have to bring anything and I'd love it if you could come“

Call To Remind – The night before the presentation.

Remind Script- (8 out of 10 times you get an answering machine, that's fine. It still works. Just talk to the machine.)

Hi, _____ this is Jane Doe's friend _____. I am helping Jane call to remind her friends about her Arbonne get-together tomorrow night. She's really excited for you to come out and have fun with us. We all have a blast trying the products and playing in my testers. It's tomorrow night at _____. I'm really looking forward to meeting you.

If you get a live person and they say, I can't come, etc. You say...

This is Kelley, our mutual friend Jane is hosting an Arbonne presentation tomorrow night...

That's too bad, We'll really miss you. I would love to treat you to an Arbonne product experience and if you love it as much as I do, any order you make would still count toward Jane's hostess Rewards. You may not even be in the market for skin care, but I'd love for you to try it. You might know someone who is in the market for skin care, and Jane gets rewards for referrals too. Then I will drop you by a three-day supply of _____. Is _____ at _____ or _____ a _____ better time to drop it off? Great, I'll see you then.

FYI:

What can a host earn?

* With **\$150 in sales**, you get to choose one FREE product up to a \$50 value and one product at 50% off plus tax.

* With each **\$250 in sales**, you will receive the above, PLUS you get to choose \$125 in products for just \$25 and one additional product at 50% off plus tax.

The average Arbonne host earns at least one FREE product up to \$50 value, \$250 in products for about \$50 PLUS two half-off products!

The proven formula is INVITE-CALL-CALL It Works!