

# Business Appointment Booking Blitz

- 1 Grab your warm market list and your client care forms
- 2 Mark 30 names you are going to text or call
- 3 When you pick them make sure you pick the ones that make your hands sweat
- 4 GET PUMPED UP. Listen to a loud song or a motivation clip on youtube or whatever it is that empowers you to push through fear
- 5 Keep at the forefront of your mind that:
  1. Arbonne offers all types of things to people (personal development, friendships, extra money confidence, the ability to find an entrepreneurial identity, and so many other things)
  2. You have the ability to gift that to others
  3. Only think about what this could mean for the person you share it with and don't worry about what they are going to think of you. You are your harshest critic, be kind to yourself
- 6 Get in your power pose and know that your up line has absolute FULL belief in you. You can do this. You are an awesome leader and people will be intrigued by what you are doing, they want to know more and are just waiting for you to "ask"
- 7 Just DO IT! Pick up your phone and start texting or calling with either script from below or whatever makes you feel comfortable. Pick 30 minutes and get brave and just get it done.

## Booking Bizz Appointments

Hey, Ive got a quick question for you..... Would you be open to catching up for coffee in the next 3 days to meet with me? Im looking to expand my Arbonne business and was wondering if you'd be open to hearing about what Im doing. Coffee is my treat and I'll bring you a little Arbonne gift to say thanks. (Take a sample or gold bag as your gift)

Hi Marie, How is everything with you? I hope you are great. I'm working towards a really big promotion in my business this month and have been challenged to do a test panel and get the opinion of 30 women in 10 days about our online business presentation.

It's a 30 minute recorded presentation that you can watch literally in your pjs :)

I just need to touch base with you after you've watched it and ask 4 questions.

Please let me know if you are available. There is a little gift from me if you are willing to help out.

## Follow UP

If you text two things will happen.

- 1 You will receive a text back saying Yes or NO thanks. If yes; send them the link to the DA and ask for when would be a good time to call them to grab their opinion. Let them know you have 4 questions and it will take about 5 mins. If No, say thanks for letting you know and place them in the no thanks, not right now pile
- 2 You will hear nothing. You'll probably start thinking all sorts of crazy things in your head. Please don't do that and just remember that people are busy and will read a text and think, Ill deal with that later and then possibly forget. If you don't hear anything back within 24 hours, send a second text to ask if they got your initial text. If you hear nothing back the 2nd time then leave it. The person is obviously busy and now is not the right 'time' for them. IT IS NOT ABOUT YOU and thinking you are pushy or a network marketing freak. People are just busy and prioritize things differently.

You can absolutely DO THIS. People will want to join you, all you need to do is ask. If you need anything at all then please reach out to your sponsor and please share your trials and results.