

Business Appointment Steps Summary

What to take:

- A note book and pen
- A Business Builder Pack
- Your Business builder folder
- A Discover Arbonne presentation - flip chart, ipad or laptop
- A gift for the person meeting you - sample

The appointment:

1. Greet and thank
2. Connect and get to know you
3. Discovery - goals and dreams, whats important to them
4. Qualify - What are some of the problems they have - pain points
5. Transition - I have something that might be what your looking for
6. Repeat back what you have understood about one of their pain points
7. Share your story (and or someone else's) and address the solution to their pain
8. Share some info about the business thats relevant to them
9. Ask what questions/concern they have
10. Close - scale of 1 - 10
11. Arrange a good time to follow up

The follow up - dependent on scale:

- | | |
|---|---|
| If the person was 0 - 4
(and you liked them) | Ask them to have some kind of product experience. I.e - Facial, Makeup, Group presentation. Also ask for referrals Do they think they would know anyone who this business would be better suited to in their family or friends? |
| If the person was 5 - 7 | Give them your business builder pack or relevant documents and Invite them to the next live Discover Arbonne event or an online webinar - you want to make sure the next appointment is within 3 - 5 days |
| If the person was 8 - 10 | Give them your business builder pack or relevant document. Set up the next meeting to show them some pack options and how to get started |