

## Inviting to an Empowering Your Life Event

In order to build your Arbonne business you must sponsor. Make sure that you have upcoming dates for EYL Arbonne Opportunity events or other Sponsoring events in your city.

To sponsor you must tell the Arbonne Story often. An Arbonne event is a great next event to invite someone to after they have had a product experience 1 on 1 or at a group or workshop.

Utilizing these events is like having third party endorsement. Your upline or side line will share credible information at these events and this will help you create more and faster results with sponsoring.

If you have met someone at a one on one, group/workshop you will want to make sure that you have an invitation to the next event. An Empowering Your Life talk/event is another exposure in their decision making process.

### ROLE PLAY - If you are practicing a phone invite - role play back to back - In Person role play - face to face

#### APPROACHING A FRIEND ABOUT THE BUSINESS

"Hi, \_\_\_\_\_. This is \_\_\_\_\_. Do you have a quick minute?

*The reason I'm calling is that there is something specific that I want to run by you. I have started building a business with an amazing company called Arbonne International. Arbonne is a company that makes the most incredible health and wellness products I have ever tried, and they are expanding globally. I fell in love with the products and I also fell in love with the idea of starting my own business because (Your Why) (Ex: I've always wanted to be my own boss, make my own hours and work around our families schedule and not work my family around my work schedule. With Arbonne, I have found a way to do that.)*

*I thought of you right away because:*

Trait

Why it might be a fit (stay home with children, etc.)

*I don't know if this business would be a fit for you, but I don't want you to miss out by not knowing about it. I would love to invite you to come and take a look.*

### ROLE PLAY - In person - face to face

#### INVITING A GUEST AT A SWISS SKIN CARE WORKSHOP - YOU HAVE JUST MET WITH THEM INDIVIDUALLY AND CLOSED THEIR ORDER

*"I'm so happy that you had a good time tonight. What was the best part of the workshop for you? Well I certainly enjoyed meeting you. \_\_\_\_\_ You were so great with the other guests tonight. I notice things like that. I am always on the lookout for people who would be great doing what I do. Have you ever thought about doing something like this? **(Listen)** Many of the people I meet with tell me that they are looking for a way to create more time or more money in their life. When I first started my business I was like you, my first experience was with the product - I feel in love with it. I went to an event and fell in love with the idea of having more income and more flexibility just for sharing with people what I was using on my skin and how much I loved it. **(Listen)** I have an invitation for an upcoming Empowering Your Life with Arbonne event. I would love to take you as my guest. Would you be interested in going with me? It may or may not be a fit for you. Who knows - it could be something that changes your life.*