



Skill Coaching for 100% Confidence to Succeed

FOCUS: Sponsoring, scheduling, selling and coaching

GOAL: To find out what your consultant knows and doesn't know. What they can do and can't do. Practice for mastery.

HOW: Role play, feedback, practice, repeat

Can be done in groups (1 hr), or on the phone or Skype (½ hr)

Sit Back-to-Back: For telephone conversation role play.

Sit Face-to-Face: For in-person conversation role play.

Topics for Skill coaching: [CLICK ON TOPIC FOR ROLE PLAY](#)

Prospecting/Sponsoring

- Your Transformational Word
- Your 30 Sec. "What do you do?" Commercial
- Your Three Minute Story
- How to use the Arbonne Opportunity Video
- Placing a Curiosity Packet
- Discovery Interview Questions
- Questions to ask after sharing Opportunity DVD
- Sponsoring Approaches

Asking/Inviting

- Inviting to a Group/Workshop
- Invite to an Empower Your Life
- Invite to meet One-on-One
- Placing a Sample Pack
- Asking for Referrals
- Asking for the Order
- Asking/Scheduling at a Group Presentation/Workshop
- Invite to Host a Group/Workshop

Presentation

- Opening for Group/Workshop
- Steps to Successful Host Coaching
- Closing the Group/Workshop: Three Ways to Win
- 30 Second Product Testimonial

Building

- How to Present Success Triangle/Personal Strategy Session
- Using Your Activity Tracker
- How to Get to DM from Consultant
- How to Conduct a Home Coaching Session
- Scheduling New Consultants First Presentations
- Personal Strategy for a Business Builder

Building

- How to Follow-up and Role Play Scripts