

## Success Triangle Script

### Right Now Money/Retail Consultant Section

1. Now I would like to give you a short summary of how we make money in Arbonne and how we support and coach you to be 100% Confident in your Success.
2. Right away you can start making some money by being a Retail Consultant.
  - a. You earn 35% from all the product you sell.
  - b. When a person first signs up in Arbonne they have the opportunity to purchase product at an extremely low price to help get them started. We call this a Right Start Value Pack or RSVP.
    - i. For every one of these that you sell you get a \$50 bonus.
  - c. Also, some of the people you talk to may want to become Preferred Clients.
    - i. This allows them to purchase the product at a 20% discount and you earn a 15% commission off of everything they purchase.
    - ii. What's great about Preferred Clients is that they tend to become loyal clients and you may earn that 15% for a long time.
3. Now, importantly, you want to get to the first Level we have which is District Manager.
  - a. The reason this is important is because your income goes up dramatically when you do this.
  - b. Remember those RSVP's that you can earn \$50 from? Well now you get an extra \$25 on top of that!
  - c. Also, you get \$25 for anyone else that sells an RSVP in your group.
  - d. Another Extra Bonus for being a DM is that you can earn a \$200 bonus once you bring your volume up to a certain level.
  - e. In addition, at the DM level you get an 8% Commission on everything sold in your entire group!
4. So you can see getting and staying at the DM level is very worthwhile.
5. The best way to do that is to influence 30 or more people to experience Arbonne every month in one way or the other.
6. To do this we have some Activities that we coach you on and support you with.
  - a. We coach you on putting on Group activities such as a Swiss Skincare Workshop.
  - b. Or coach you on presenting to people one-on-one.
  - c. We put on Opportunity Events, Swiss Skincare Workshops and Webinars that you can bring your guests too.
7. There are other activities too to help you but most importantly you will be getting coaching on all this.
  - a. You learn, role play and then go out and practice.
  - b. You come back and get coached some more.
  - c. You continue this until you feel competent enough to feel 100% confident in your success.

### **Ongoing Money/Business Consultant Section**

8. Now, if you want to be a Business Consultant this is where you create "Ongoing Income"
  - a. This is where you start to build a team.
9. You can see from this chart that there are 7 avenues of income
  - a. We have already talked about some of them
  - b. and this doesn't even show the trips and many other incentives that you can earn.
  - c. This first column Showing Override Commission is what really generates the Ongoing Income.
    - i. As you coach more and more people to become successful you will move up to higher and higher classifications.
    - ii. As you do that your group is getting bigger and your commission percentage is getting bigger at the same time.
    - iii. So it is a double benefit. Your income roughly quadruples every time you move up a classification.
  - d. Now there are 6 other avenues of income.
  - e. 5 of these we already briefly went over but there is another quite nice one when you reach the Regional Vice President level.
    - i. This is where Arbonne gives you an \$800 a month car allowance toward your white Mercedes!
    - ii. This is actually a very big celebration. Lots of fun and very meaningful as you can imagine.
    - iii. And when you get to the National Vice president level they give you \$1,000 per month!

### **Ongoing Money/Business Consultant Section**

10. We have the experience, knowledge, tools, and skills to support you on
  - a. Getting Started
  - b. Presentations
  - c. and Coaching
  - d. You will role play and practice until you become competent and 100% confident in your success.

### **Overview of Entire Page**

11. So let's look at the big picture
  - a. You can choose to be Retail Consultant and earn Right now Money
  - b. Your target is to influence 30 or more people experiencing Arbonne every month.
  - c. and to do this we have the tools and knowledge to coach you to the point where you become 100% confident in your success.
  - d. You can choose to be a Business Consultant and earn Ongoing Income.
  - e. From this coaching, role playing and practicing with you and your group your group becomes successful and drives your success.
  - f. As they go through this system they will grow which drives you toward the top positions and your beautiful Mercedes.
12. There are no guarantees regarding income and the success or failure of each independent consultant depends on their own skills and efforts.
13. Now let's talk about your personal strategy.