

Table of Contents

Welcome and Introduction

- Introduction and Welcome Webinar
“Welcome to the Six Pillars of Success” presented by ENVP Donna Johnson
- Table of Contents
- Glossary of terms
- Cover Sheets

I. Getting Started

- Getting Started Webinar
" First Steps: Getting Your Arbonne Business Started"
Presented by ENVPs Deana Wilkinson and Dana Collins
- Getting Started Action Worksheet - “100 Name List”
- Getting Started Action Worksheet – “Understanding Your Why”
- Getting Started Webinar – Part 2
“Launching a New Consultant – A Getting Started Checklist”
Presented by ENVPs Deana Wilkinson and Dana Collins
- Getting Started Checklist
- Ready/Set/Goals
- Building A District/Right Now Money
- “Conquering the Dreamstealers”
Recorded by ENVP Phoebe Fournier

II. Scheduling

- Scheduling Webinar
Recorded by ENVPs Linda Loveless and Valerie Edwards
- Scheduling At A Glance
- Scripts
- Highlighting Your Time

III. Hostess Coaching

- Partnering with Your Hostess Webinar
Recorded by ENVP Phoebe Fournier
- Scripts for Partnering with Your Hostess Webinar
- Partnering With Your Hostess at a Glance
- Talent Scout/Wish List
- Theme Flyer
- Invitations
- Hostess Packets- Contents of Each
- Suggestions for Host Rewards
- Hostess Planner US
- Hostess Planner AUS
- Hostess Planner CAN
- Party Checklist
- Party Date Card

IV. Presentation

- The Anatomy of a Successful Party/Presentation
Recorded by ENVP's Sandra Tillinghast & Donna Weiser
- Introduction and Why Commercial Worksheets
- Recordings of Intro's and Opportunity Commercials
- ERVP Stacy Woodford's Introduction
- NVP Natalie Gauci Commercial/WhyBag
- Generic Why Bag Close
- Introduction, Commercial, Why Bag Close
- Anatomy of a Party/Presentation at a Glance
- RE9 /FC5 "Time to Discover Arbonne" Presentation
- RE9 and FC5 Presentation – 5X8 Index Cards
- SeaSource Detox Spa Presentation
- SeaSource Detox Spa Presentation 5X8 Index Cards
- Closing Scripts
- Client Care Card
- What I Believe Card – Donna Weiser, ENVP
- What I Believe Card - Sandra Tillinghast, ENVP
- Close Sheets US
- Close Sheets CAN
- Hostess Packets Contents
- Party Date Card

V. Opportunity

- Opportunity Webinar
Recorded by ENVPs Deana Wilkinson and Dana Collins
- Opportunity at a Glance
- Opportunity Wheel
- Closing Scripts for Client Care Card and Opportunity Gift Bag
- Discovery Interview At A Glance
- Discovery Interview Questions
- Discovery Interview/Business Opportunity 1 on 1
- Opportunity Folder/Prospecting Pack Contents
- Is This Business Right for You?
- Building A District/Right Now Money

VI. Follow Up

- Follow Up Webinar - "The Fortune is in the Follow Up"
Training provided by ENVPs Teresa Epps, Barbara Moser, Diane Partee,
Jodi Whittemore & Kathy Whittington
- Follow-up at Glance
- Follow Up Scripts