

Baseball Diamond Team Activity System

One-on-One and Group Presentation System for Success

SHORTSTOP

Additional Exposure

- CD/DVD
- Phone call/Coffee appointment with Upline
- Opportunity Recordings via phone or computer link
- Eye on Arbonne stories
- Local Events

2ND BASE

Follow up & Close

Meet their needs:

- Client
- Preferred Client
- Consultant
- Interested prospect start as a preferred client even if interested in becoming a consultant. If prospect is ready to start now, sign them on as a consultant right away and proceed to 3rd.

1ST BASE

Present Information on Company, Product & Business

One-on-One:

- Present Information using Business Builder Binder and Information Folder*
- Explain demo set/s
- Set follow-up appointment for 2-3 days

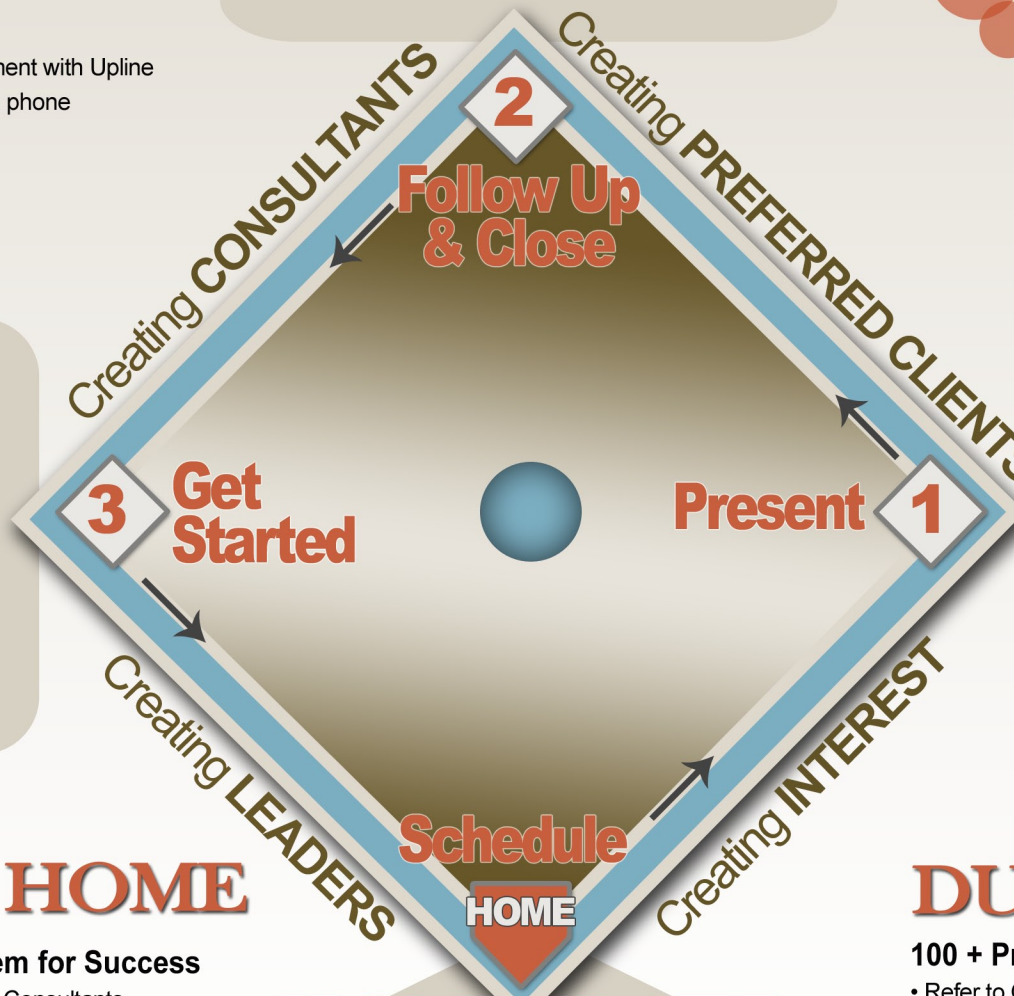
Group:

- Present information - follow a script*
- Demo product
- Move to 2nd base

3RD BASE

Set Yourself Up to Win

- Personal, Business, and Arbonne Special Delivery Order*
- Refer to Getting Started Checklist-Business Builder's Top 5*



HEADED HOME

Coach Activity and System for Success

- Align yourself closely with Active Consultants
- Remember, it's not what works; it's what DUPLICATES!

HOME PLATE

Asking for the Appointment

One-on-One:

Ask prospect to "take a look" at Arbonne

Group:

Ask prospect to host an Arbonne presentation

DUGOUT

100 + Prospects

- Refer to Getting Started Checklist Business Builder's Top 5* and Strong Start Workbook**

*The documents are in your Business Builder Binder and found on your VP's website.

**Refer to Strong Start Workbook [arbonne.com>internetconsultants>featured>strongstartprogram>quicklinks](http://arbonne.com/internetconsultants>featured>strongstartprogram>quicklinks)