

Opportunity Wheel / Presentation - Closing Scripts

How to Use the Client Card in Your Close
How to Place Your Opportunity Gift Bag

Client Care Card Closing Script

I want to invite you to go to the Client Care Card now. This card is a very visual way for me to tell you about the Three Ways you can work with Arbonne. The first thing you'll notice about this is that it says in big letters at the top Client Care and that is the first way you can work with me is as my client.

Now I invite you to take a look at your Client Care Card. You'll notice in big letter it say's Client Care. As a client, my job is to spoil you and provide you unparalleled service. You will know all my numbers and where I live. You will never have to park at the mall again and work with whomever happens to be there. I will know your skin type and your preferences. I'll remember the name of your favorite lipstick. A lot of the people I meet want to Arbonnize their home so they and their family can be surrounded with Pure, Safe, Beneficial products and if that sounds like you than being a Preferred Client will probably make the most sense for you. We offer this to our best clients and hostesses.

The wonderful thing about Arbonne is there is more than just one way to work with me: we offer ways to save money and earn money, not just spend money.

If you look at your card you will see that you can host your own friend's night out and receive free product as well as a shopping spree with an 80% discount. If your wish list is bigger than your budget, this is the perfect way to get what you want without breaking the bank. For hosting tonight this is what Mary will receive:

If you are interested in your own party circle a 9 or 10 on your card and we can get you on the calendar and start planning your party. If you aren't sure, circle 6 or 7. I have information you can take home with you.

Now for those of you who have watched what I have done this evening and think, I could do that. It looks fun. You may be interested in the Arbonne Opportunity. Whether you want to make a few hundred a month or several thousand a month or you may be interested in one of our leadership positions that pay 40, 50 60, or over \$100,000 a year I want to take you out for a coffee or soda and see if there is a fit for you with Arbonne. No pressure – we'll just take a look. Circle a 9 or 10 if you want to get together. If you would like more information circle a 6 or 7 and I can send you home with some information.

As you can see whether you are a client, a host, or a consultant you are valued and rewarded.

Now that you know how we can work together, let's start shopping! Because I am your consultant, I want to sit with each of you individually and do a skin

profile, so whether you purchase tonight or at some point in the future; I will know what products will give you the best results. Each of you will also be receiving a free gift with your consultation so you can continue the pampering when you get home.

If you need to leave early, I can meet with you first.

Opportunity Gift Bag Script

- **Note in Bag...**Susan, thanks so much joining tonight. You added so much enthusiasm and fun. Who knew you were so funny! Accept my invitation to meet me for a
- **Placing bag with guest....** Meet your guest at the door that you want to give the Opportunity Gift Bag to and say, *“Susan, I enjoyed meeting you tonight. Thank you for coming to Sara’s party. I have a gift for you. I know you are out the door so enjoy the rest of your evening. Thanks for joining us.*

Invitation Call for Discover Arbonne Interview meeting

Hi Susan, _____ calling I met you at _____ party the other night. How are you doing? It was great to meet you I had no idea that you would be so much fun. (Acknowledge them for something that’s true about them)

Did you enjoy yourself? What did you enjoy most? I’m curious what was your reason for circling an 8 about Arbonne’s opportunity? (Mirror back what their response is and create some common ground here)

Susan, we have a variety of consultants that have many different interest from wanting to earn a few hundred dollars a month while they provide the line to friends to consultants earning over \$250,000 a year and driving the company car. I would love to meet with you over a cup of coffee or a soda and share what’s available so you can know if this would be a fit for you or not. What does your schedule look like in the next few days?