

StartNow Top 10

The vitally important **MUST DO** “make or break your business” first 10 steps.

1. **Schedule your 3-4 launch classes/shows/parties** with your sponsor. Schedule at least 4 more classes with friends. Have these booked in the first 30 days. This is **THE** most important step to getting started. Ask friends & family – tell them the perks, send their invites, and give a hosting brochure. Pick up the phone and keep calling until you get at least 6 group presentations booked in the first 30 days of your business. Set time aside each day to make your calls. You will hear “no”, keep calling.
*8 to be Great, 10 to Win, 12 to Excel ! ***2 parties a week is our system for success****
2. **Read Through Your Green Box and Complete your Action Plan** set time to review with your sponsor
 - a. Write your I story and review it with your District Manager
 - b. Write your 100 person contact list. Invite 5 from your list that you think would make an awesome “dream team” to “come meet the team” at our next National meeting or Opportunity Event.
3. **Get the products you need**
Place initial order for products, catalogs and samples. Be a product of the product – order your RSVP to “Arbonnize” your home. If you are currently using something that Arbonne makes, switch it to Arbonne! You now want to be shopping from your own “Mall” to support your own business. Attached is a recommended list, but you will add to this any products you’d like to try in your home + gift items for the next 1-2 months. If you don’t use it, you can’t sell it. *****Your Start Order*****
4. **Set Goals for your success**
Talk with your sponsor to help set your goals for your business for the next 3-6 months.
* First goal – get to District Manager. Set a volume goal of \$2,500-\$6,000 in your first month.
* Write down your goals and look at them daily – they are more likely to be achieved.
5. **Get “Plugged in” – National Meeting**
You **MUST** attend your local monthly National Meeting. Never attend alone, always bring a guests to expose them to the business. You have two hands so bring a guest for each! (A 2-3 hour drive is local). Listen to the next available StartNow training phone call (your sponsor will have this information).
6. **Stay Connected**
Email your RVP and ask to be added to her e-mail loop. **Read emails – this is our main source of communication between the team.** Check your team calendar for additional trainings and events. Ask your sponsor for the website address.
7. **Set your work hours** – schedule your time to work and your time to make follow-up phone calls. Have a plan to track your clients for follow up calls. ** Remember treat it as a business, it pays you like a business; treat it as a hobby, it pays you like a hobby. “Work your business into the “nooks and crannies” of your day. Organize a system to handle papers, small deliveries, files.
8. **Personal Growth** – read for 30 mins EVERYDAY. Your business cannot out grow you. Invest in yourself.
 - a. Read Success Stories on Arbonne.com.
 - b. Order Learn & Burns on CD’s so you can listen in your car. Subscription is \$5 per month.
 - c. Read motivational/industry/leadership books. John Maxwell, Dr. Tom Barrett, Dr. Shad Helmstetter
9. **Train yourself** – complete modules on Arbonne University, the more the better. Do your training in the evenings when it’s too late to make phone calls. **Listen to Cecilia’s Webinar Training On-line** – ask your sponsor to forward you the link.
10. **Carry NutriminC RE9 samples and sell sheets** in your car & in your bag– hand out for everyone to compare. ALWAYS carry a catalog and business cards. Be sure your name and contact info is on everything you hand out!

Getting Started Pre-recorded call with ENVP Cecilia Stoll 212-990-6165