

FUTURE NVP ROADMAP TO SUCCESS!!!

1. Check your ATTITUDE DAILY!!!
2. 2 Classes weekly **AND**
2 RE9 Drop-offs (and/or Trail Kits) weekly. This is mainly product interest for those who were unable to attend a class. Your goal is to obviously let them know about the business, get a sale and book a class.
3. 3 Opportunity calls/appointments weekly. This is an actual appointment going through the flipchart OR asking the '4 questions' after the prospect has listened to the recorded Discover Arbonne Call with Deanna (212-461-2593). Remember that you need 3 NEW appointments weekly.
4. Meet with your team once monthly. This is a relationship business. Ideas: Make-up and Munchies, Call-a-thon, Earn and Learn.
5. 5 calls a day. Ask for classes, make calls to people that you want to sponsor, calls to those that you want to try the RE9 (those that didn't come to your presentations).
6. 6 hours of follow up monthly. Which means 1.5 hours weekly or 30 minutes a day for 3 days.
7. Thank 1 person a day. Write a card, send an e-mail, call them on the phone, send a text message. This will teach you to focus on others and will take the focus off of you (especially when you are having a bad day).
8. 8 hours of personal development a month, which means 2 hours a week or 30 minutes for 4 days of the week. Includes any leadership reading, Arbonne University, National Meeting, Conference calls, NTC, etc.

Your Goal every month is to hit a minimum of \$2500 a month between you and your new personal recruits volume. Requalify for DM every month (hit \$6000 in volume over 2 months)! If you hit \$2500 this month, make it your goal to hit \$3500 next month and then repeat the process. This will create MASSIVE momentum on your team. This is exactly what Deanna did to build her organization!

Here is what that looks like:

1 class a week= an average of \$400 in volume weekly or \$1600 monthly

2 RE9 drop-offs and pick-ups weekly = an average of \$100 in sales weekly or \$400 monthly.

3 Opportunity appointments weekly- worse case scenario is you have sales, but no business interest. An average of \$200 weekly or \$800 monthly

\$200 in reorders monthly.