

How to get your ASK in GEAR!



ASKing for a 3 way call/meeting:

Hi Tom, do you have a quick minute? Tom, I am so excited, I just started my own business with a company called Arbonne and I know this business is going to help me to create the income that (this is where you fill in your why...will allow me to stay home with the kids...quit my job that you know I hate....give our family breathing room with our bills...help me to work less hours at my present job...send the kids to college... start that non-profit I have always dreamed of...adopt a child like we always dreamed of...buy a new car, whatever YOUR reason for starting this business is).

Tom, I have NO clue if this business would be a fit for you or not, but I do know you said you would love to (this is why you think they may be interested...get out of your job....see your kids more, stay home etc).

Would you be WILLING to get on a quick call with my business partner and I in order to get a little more information? My partner is already earning a 6 figure income per year and driving the company car, which is a white Mercedes.

Again, I'm not sure if this would be a fit for you, and I promise she/he is not going to try to convince you or talk you into anything.

I NEVER saw myself doing this kind of a business before but I just KNOW (say this with passion) and trust this is going to work for me and when it does I don't want you to say "why didn't you call me?".

Would a week night or weekend work better for you to chat with (whoever your upline VP is)

ASKing for a party

Hey Suzie, got a quick minute?

As you know I started my own business with Arbonne and I am really looking to meet new people to share these amazing products with.

I'm not going to ask you to do this for me every month but I'm wondering if you would be WILLING to get a few people over to your house around your kitchen table?

I'll come over and pamper everyone to facials and teach you all about how to take care of your body on the inside with great nutrition and on the outside with fabulous Swiss skin care.

Your friends will LOVE IT and if they decide they want to purchase, YOU will get FREE and discounted products...plus I'm going to bring over a free gift for you, just for introducing me to some of these new peeps.

What works better for you? A week night or a weekend?

ASKing to a meeting

Hi Joan, got a quick minute?

Joan, you know how I told you I started my own business with a company called Arbonne. Well I'm in the middle of a challenge right now. I've been challenged to bring 5 guests to our next meeting to hear a little more about the business. It may or may not be a fit for you and that's totally ok with me but will you come and be one of my 5? I'll pick you up, and bring you a free gift for coming. It would mean the world to me!

ASKing for a referral

Hi Lisa, do you have a quick minute?

Lisa, I know you LOVE the RE9 skin set...I'm wondering, who do you know that takes GREAT care of her skin and would love to try a sample too?

Lisa, I know you LOVE the makeup primer...I'm wondering, who do you know that always has the perfect makeup...you know all done up and would love to try a sample of our primer and mascara?

Lisa, I know you LOVE our wellness products...I'm wondering, who do you know that's always working out and would love to try a sample of our fizz and protein?

Here is the deal, if you have asked them for a referral you need to make them feel comfortable.

Lisa, I'm so excited to send your friend Trisha a sample of our..... Will you do me a favor? Just shoot her a quick text so she knows I will be calling her? I don't want her to feel weird if a stranger is calling out of the blue.

That last piece now makes a cold referral a warm referral. You will create way more trust and the both parties will feel more respected and valued.

ASKing the client to expand what they already use!

Lisa, I know you LOVE the RE9 skin set...I'm wondering, how would YOU like to try a sample of our makeup primer and mascara? They are amazing!

Lisa, I know you LOVE the RE9 skin set...I'm wondering, how would you like to try some of our wellness products? I love how they make my body feel!

Lisa, I know you LOVE our protein and fizz...I'm wondering, how would you like to try a sample of our anti-aging products? Your skin will be glowing!

Lisa, I know you LOVE our protein and fizz...I'm wondering, how would you like to try a sample of our Spa detox line? It is so so relaxing!

Lisa, I know you LOVE our protein and fizz...I'm wondering, how would you like to try a sample of our phytosport products to improve the performance of your workouts? Girl, my workouts are so much better now!

I want you to also notice in every ask...we ask them if they have a minute first! Treating people with respect is so valuable in the "me first culture" we have. If they really don't have a minute...ASK when is a better time to chat for a quick minute. If they ask what it's about just say you will tell them later. Know that you can use all of these scripts on texts and emails as well BUT it's SUPER easy to say no to an email...little harder to say no to a text, even harder to say no on a call and hardest to say no in person!

We aren't trying to force them into anything, but when you realize the precious gifts we have to offer and remember they don't KNOW what they are saying NO to....it makes the urgency to share at least a call, a sample or a meeting with them that much greater! Let's educate them so they can make an INFORMED choice!

I am SO abundantly grateful someone cared enough and ASKED me!!!!

