PLAN NOW FOR SUCCESS!
DOWN MEMORY LANE…

My sponsor taught me the importance of a system:
• Book 6-8 parties (with at least 2500.00 new and you; goal is to execute 6-8 parties)
• She showed me how to go DM- helped me to write my goal down—PLAN NOW!
• She said, “sign up for the tape of the month club” (learn n burns now)
• Register for AIT trip and GTC
• Start filling up 100 contact list, 8 reason why list, who do you know that needs Arbonne list
• Read! 1st personal development book I ever read was in my 2nd month—The Dream Giver, by Bruce Wilkinson
Consultant Benefits
- 35% Discount
- 4% Override on Personal Consultants
- 15% rebate bonus on preferred clients

Note: Overrides are paid on the *wholesale* volume

Consultant

YOU
$1,000
0% O.R.

To Qualify for District Manager
- $2500/month Minimum Group Volume
- Total volume of $6000 in 1 or 2 months or $7500 in 3 months
- You count volume off of entire downline to promote to DM, but only get paid on personally sponsored consultants
- Need $1,000 *personal* retail during qualification period
District Manager Benefits
- 35% Discount
- 8% Override on personal and total volume in downline of wholesale dollar
- 15% rebate bonus on Preferred clients
- $200 bonus if downline does $5000 + 5 new $150 consultants

To Qualify for Area Manager
- $10,000/month minimum
- Total volume of $24,000 over 2 months or $30,000 over 3 months
- Only need to place $150 personal order to collect on downline’s volume

District Manager

YOU
$150/mo
To collect on downline
8% O.R.

Maintenance:
$2,500/month

To Qualify for Area Manager
- $10,000/month minimum
- Total volume of $24,000 over 2 months or $30,000 over 3 months
- Only need to place $150 personal order to collect on downline’s volume
**Activity, why is it important?** It is the BACKBONE of our business! Carleeta showed me right up front how to go District!

- Your goal should be get in front of **35-50** people a month—no less if you want to build a business.
- Make it your goal to always hit at least $2500.00 new and you—and teach this to your new consultants...this was taught to me and we passed it on. People will get discouraged with 2-3 parties and hitting $500-1500.00 in sales!
- see below to see what can happen when we shoot for that goal of $2500.00!

<table>
<thead>
<tr>
<th>You</th>
<th>$2500.00</th>
</tr>
</thead>
<tbody>
<tr>
<td>BB #1</td>
<td>$2500.00</td>
</tr>
</tbody>
</table>

$1000.00 more in outside sales and you are a DM!
You- 1st STEP AREA!!

Everyone is shooting for at least $2500.00 new and you with a goal to get in front of 35-50 people a month...a minimum of 6 parties executed.

If you teach people to shoot for $1000.00—they will maybe hit it...Raise the bar! People need this NOW—not yesterday—they need it TODAY—PLAN NOW!
Brand new Area Manager and hitting half way to Region!!

**BB#1- 1st step Area**
- 2BB#1 $2500.00
- 3BB#1 $2500.00
- BB #2 $2500.00
- BB# 3 $2500.00
- 2BB#1 $2500.00

You $2500.00

I could keep going and going and I can take you all the way to Nation—this is how we all went Region and Nation—by helping people do the basics and doing it ourselves!

Sticking to these basics will earn you a AIT trip every year and a new white Mercedes!!
HOW DO WE GET TO THE TOP?

GET TO DISTRICT AND HELP OTHERS DO THE SAME

HOW?

BY FOCUSING ON GETTING IN FRONT OF 35-50 PEOPLE A MONTH AND HELPING YOUR TEAM DO THE SAME…..plan now