

"I don't have time/I'm too busy"

I totally understand how you feel. I felt the same...but what I found was when I sat and planned my weeks properly, I had a good few spare hours to use for my business. And when I really got this business and the potential of it...that was something I was very willing to do. Most people start their business around full time work, family, and social commitments. It's really designed to be a business that you can work in the nooks and crannies of your life. We teach you how to use those 15/30 minute gaps in the day to grow your business.

"I don't want to be all "salesy"

First up I would say ... are you that person now? If not, then why would you become that way when you start an Arbonne business?

With an Arbonne business, we're sharing genuine experiences of the company and products. We do it all the time with things we enjoy (and don't necessarily get paid for it). We promote the brand, yes. However, Arbonne deal with the 'sale'. The customer pays Arbonne, they have an account with Arbonne, Arbonne ship the product to them...and we are simply credited as the person goes on to use the product.

"I couldn't do the social media stuff"

You actually don't have to. I built my business in the days before social media! You can build this having conversations with people in real life without doing insta stories, if that's what you want to do. Don't let that be a reason for you not to do this. Just know that if you do want to learn how to do this - to tap into the huge potential of a global online business - we will teach you how to do this in a way that's authentic to you.

"Is this a pyramid scheme?"

Clarify: What do you mean by that? Most of the time, they don't truly know what that is, I know I didn't when I first started.

Then you want to go on to educate the person...

First, 'absolutely not. pyramids are actually illegal. And they don't involve the sale of goods or services.

Arbonne is a 40 year old company, a B Corporation, in excellent standing with the DSA (Direct Selling Association), and under the umbrella of Groupe Rocher...a massively respected company that owns 10 brands worldwide. Arbonne is a product driven company. Like any business, earnings come from product being purchased, not by sponsoring people into your business. We can sponsor as many people as we want but nobody is paid until product is moved.

What a lot of people think when they mention this is this idea of 'there is one person at the top making all the money' That is simply not true. The business has one of the fairest compensation plans, where you earn based on effort (unlike many corporate jobs!) And when you work harder and build a bigger organisation than the person who introduced you to the business...you simply earn more.

Don't feel you need to mention all of this. You will know from how they answer the question on what they mean by that, what they are concerned about specifically.

When I was starting out in arbonne I made the mistake of learning a few key sentences about this and spouting it out without truly understanding it. When you read a book like the '4 Year Career,' where all of this is explained, you can feel confident handling this objection because you'll truly understand it, and be able to just have a conversation around the key concepts.

“I had a search on Google....didn't like what I found...”

The internet...a fabulous resource that we're all so grateful for but also the world's biggest dustbin. You can google anything and you'll find negativity... and positivity! Unfortunately in this day and age there are often mistruths in what we read and stories are sensationalised..we all know that.

I would share that...

‘There are people out there who don’t believe this business works..but if we delve into the truth as to why, they maybe tried arbonne or NM for 5 minutes and quit because someone said no. That’s not a business.’

I let people know that I prefer to refer people to reliable sources. You can send people the glowing article on our brand published in Forbes magazine, (on the source) and also encourage them to hear from the many many people who are in this business, actually working it and treating it like a business.

“I don’t know enough people”

I know exactly how you feel, I was really worried about this too. However, as I’ve been in the business I realise that was a crazy thought because we never stop meeting people...it's just the way life is. Think about how many friends you have on facebook, and instagram connections. Then think how many people they know too. Think about all the friends and acquaintances you have in your life now...at one point they weren’t in your life.’

‘Its funny because now, of all the people in my organisation, I actually only knew a handful of them when I started this business. Everyone else I’ve met since. Life is dynamic and we meet people all the time. ‘

“I just don’t think its for me”

This is one that I sometimes hear before the person has heard the information. Maybe you've asked someone to take a look, and this is their response. In that instance I'd say, 'I totally get it. When I first heard about this I didn't think it was for me either. But when I actually took the time to get educated on it...I realised it was actually quite different to what I thought it was.' 'It ultimately may not be for you, which is totally fine, but I'm happy to share the information with you; so you can know for sure.'

If you hear this after the person has heard the information, I would definitely delve deeper to find out what the actual objection is. I'd say something like; 'Is there a specific aspect you're unsure of or can't see yourself doing?' And then crucially....let there be silence until they get a chance to think and speak.