



Find 5 Teach 3

Having a steady balance of sales and sponsoring is key to achieving consistent business growth. One of the best ways to generate activity such as presentations, one-on-ones and virtual connects is to leverage nutrition products to help give you something that brings not only new Preferred Clients but also a sense of community and motivation within your team.

There is nothing like a **30-Day Challenge** to bring everyone together, working to support each other and achieve the common goal of a healthier lifestyle. What's even better, nutrition purchases typically need to be re-ordered monthly, helping you keep sales activity consistent as well as stay in contact with everyone. Taking it one step further, nutrition clients can also be introduced to the other products such as skincare and makeup that will meet even more of their needs and build their engagement with Arbonne.

Using the **Find 5 Teach 3** system helps simplify your monthly activity, giving you a scheduling formula to help you build a calendar that is simple and teachable to your team.

1. Find 5

Find five people to join you in the 30 Days to Healthy Living Challenge.

You can find these people in your family, friend groups, at your current job, in workout classes, through social media, and just about any place you find yourself in your everyday life.

Coaching people is super simple with the **30 Days to Healthy Living Client Tracker** and **Client Tracker Guide**, which you can find on The Source.

The volume from five 30 Days to Healthy Living ASVPs totals just over **1,500 PQV**.

2. Teach 3

Teach at least three new or existing Independent Consultants on your team to each find five people to join the 30 Days to Healthy Living Challenge.

In every new group of five people, remember that some of those people might become new Independent Consultants, helping you build your team and advance your growth. Sharing the 30 Days to Healthy Living Program, products, and coaching, shows the perfect example of how simple this business really is!

The volume from each of your three Consultants who sells five ASVPs totals over **4,500 QV**. When you add your **1,500 PQV**, you'll have achieved over **6,000 QV**! If you're a new Independent Consultant, this represents a promotion to District Manager.

3. Repeat

Hold new 30 Days to Healthy Living Challenges each month and continue teaching new team members to immediately start to do the same. This is how the power of exponential growth can take place!

Refer to the 30 Days to Healthy Living and Beyond Client Support Guide to help you host your team's 30 Days to Healthy Living Challenge more consistently and effectively. There are additional support tools, which can all be found on The Source and your upline can also share their favourite tools.

Remember, once a Client is feeling great, it's time to help them look their best too with the introduction of skincare. Arbonne is all about healthy living from the inside and out, and you have the opportunity to show everyone how simple and great-looking healthy living can be.

Consistency is key to the growth of your business. The people you interact with every day could be your next five Clients — or better yet, your next three new Independent Consultants!

Arbonne makes no promises or guarantees that any Independent Consultant will be financially successful as each Independent Consultant's results are dependent on his or her own skill and effort. You should not rely on the results of other Arbonne Independent Consultants as an indication of what you should expect to earn. Actual financial results of all Arbonne Independent Consultants for the preceding year are contained in Arbonne's Independent Consultant Compensation Summary (ICCS). You may view the Independent Consultant Compensation Summary on Arbonne's official website iccs.arbonne.com.

