



TWO-HOUR TORNADO!

(By: Charlotte U. Fleming, ERVP)



1. Reserve Two Hours

- Uninterrupted time
- Full two hours
- Get dressed in working clothes with shoes
- Child free environment
- Noise free environment
- Take your Hybrids and eat your Wheaties!
- Well lit place with table or desk
- Charge up your cell phone and get enough minutes for this project
- Do not answer other calls during this period.

2. Prepare and Gather Materials

- 100 Name list with phone numbers
- Jogger list from Start Now Workbook
- School class list
- Activities list such as dance team, football team or church choir, etc.
- Rotary, Kiwanas list or business club such as the Chamber of Commerce
- Horse competition list, Reunion yearbook - - be creative here!
- Local phone book
- Holiday card list
- Arbonne Calendar
- Two working pencils or pens
- Audio of Rocky or upbeat music
- Mentally prepare for the big game
- Jump up and down some using positive affirmations such as “This tornado is going to work GREAT!

3. Go! Do it and go for it – think really big!

- Pick up the phone and do not put it down for 2 hours (watch the movie *The Pursuit of Happiness* for a demonstration of this!)
- Mark down each call and the result
- Leave messages that YOU will call back
- How many calls can you make???????? 20, 30, 40? More?
- Call all your Discount Consultants for reorders, all potential business builders. Book 10 classes in each month for 90 days
- Book one on ones and training sessions with business builders.

- Make the chicken calls that you have been putting off.
- Call people outside your geographical area!
- CALL, and CALL and FOCUS and be INTENTIONAL about this activity. You can do it! Feel the fear and do it anyway!

4. Assess the Results!

- How many calls did you make?
- Tally up the results, how many bookings and one on ones, orders, did you book?
- Congratulate yourself for doing it, regardless of the results!

5. Follow Up!

- Drop the kits you said you would, send the samples, make the meetings, get bookings from bookings, and do the do! Repeat!

(This document is used in the Charlotte U. Fleming successline, written by an independent consultant and not an Arbonne approved document)