

# NEW MEMBER CHECKLIST

Name ..... Phone .....

Order Date ..... Order Pak .....

Enrolled on Autoship      Autoship Run Date .....

Schedule a Welcome Call      Date: ..... Time: .....

Send a Welcome Email (be sure this includes links to all of the Isagenix sites and your team sites)

**Example:**

“Welcome (name)! I’m so excited for our call scheduled for (day) at (time). I’m looking forward to working with you to help you achieve your goals.”

Invite them to any of your/your team’s social media pages

Direct them to visit [WelcomeToIsagenix.com](http://WelcomeToIsagenix.com)

Familiarize them with [IsaMovie.com](http://IsaMovie.com)

Familiarize them with [IsaProduct.com](http://IsaProduct.com)

Have them register for the IsaBody Challenge® ([IsaBodyChallenge.com](http://IsaBodyChallenge.com))

Take their IsaBody “before” photos and measurements

Set them up on the IsaLife app (download from Google Play or the App Store)

Walk them through getting started on their personal product plan

Have them commit to the Healthy Mind and Body program ([HealthyMindandBody.com](http://HealthyMindandBody.com))

Product goals:

Weight Wellness      Current Weight: ..... Goal: .....

Energy

Performance

Healthy Aging

What is your driving reason to achieve this goal?

What will your life look and feel like when you reach this goal?

Isagenix goals:

Customer (Product user only)

Casual sharer (Do you want to earn Product Introduction Rewards or commissions?)

Business builder (Earn commissions as an Associate)

Income Goal: \$ ..... per month

**Customer** - Would you be a little curious to know how to get some of your products paid for?

**Casual sharer/business builder** - Review the Isagenix Compensation Plan at [IsagenixBusiness.com](http://IsagenixBusiness.com)

# CASUAL SHARER/BUSINESS BUILDER

## QUALIFYING QUESTIONS

Within the enrollment process, you will ask them if they are interested in learning how they could get paid for sharing Isagenix products with others. Let your new Member know that in order to set them up for success, you're going to ask them some additional questions, which are listed below. As you ask these questions, dig deeper into each question to learn more about them, their goals, and their reasons for wanting change in their life.

1. What do you do for a living now? Do you enjoy your work?
2. What would your ideal life look like if you could design it?
3. How much money do you think you'll need to achieve that ideal life?
4. How much time do you have per week to achieve those goals?
5. On a scale of 1 to 10, how committed are you to achieving your goals?
6. I want to help you achieve your goals; taking focused action quickly is the best way to start. So, will you write down the names of the top 10 people who you think might be interested in doing this with you and get them to me by tomorrow? Think of people who have a burning desire to live a life of their dreams or people who are dissatisfied with their health or financial wellness situation - people who have to have the life of their dreams!

*Work with your new Member to create the list of their top 10 people they think may be interested in doing this with them.*

## LET'S DO THIS TOGETHER

### TOP 10 PEOPLE

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

What attracted you to direct sales/referral marketing?

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Who do you know in direct sales/referral marketing?

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Who do you know who lives internationally?

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What are your financial goals for the next:

30 days .....

60 days .....

90 days .....

What do you think will be your biggest obstacles in building your business?

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List several places where you interact with people in your daily life (gym, shopping, social events, work, etc.)

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## ***LEARNING WHILE YOU'RE BUILDING***

Next Core 4 Event you're committed to attending:

NYKO (date) .....  Global Celebration (date) .....

Other: ..... (date) .....

IsaU (date) .....  UIA (date) .....

I will complete the 90-Day Action Plan training by: (date) .....