

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 Isagenix sites and your team sites)

EXAMPLE

"Welcome, (name)! I'm so excited about our call scheduled for (day) at (time). I'm looking forward to working with you to help you achieve your goals."

- Invite the new Member to any of your/your team's social media pages
- Direct the new Member to visit WelcomeToIsagenix.com
- Familiarize the new Member with IsaMovie.com
- Familiarize the new Member with IsaProduct.com
- Have the new Member register for the IsaBody Challenge® (IsaBodyChallenge.com)
 - Take the new Member's IsaBody "before" photos and measurements
- Set up the new Member on the IsaLife app (download from Google Play or the App Store)
 - Walk the new Member through getting started on a personal product plan
- Have the new Member commit to the Healthy Mind and Body program (HealthyMindandBody.com)
- Product goals:
 - Weight Loss **Current Weight:** **Goal:**
 - Vitality and Well-Being
 - Performance
 - Healthy Aging

What is your driving reason to achieve this goal?
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What will your life look and feel like when you reach this goal?
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- 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 like to know how to get some of your products paid for?
- Casual sharer/business builder** — Review the Isagenix Compensation Plan at IsagenixBusiness.com

Casual Sharer/Business Builder

QUALIFYING QUESTIONS

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

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 your list to me by tomorrow? Think of people who have a burning desire to live the life of their dreams or people who are dissatisfied with their health or financial wellness situation.

Work with your new Member to create a list of the top 10 people that the Member thinks may be interested in doing this with him/her.

LET'S DO THIS TOGETHER

Top 10 People

- | | |
|---------|----------|
| 1. | 6. |
| 2. | 7. |
| 3. | 8. |
| 4. | 9. |
| 5. | 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 **IsaLife Success Plan** training by: (date)

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