



New Member Checklist

Name

Phone

Order Date

Order Pack

Enrolled on Subscription Rewards Subscription Rewards 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

Familiarize them with IsaMovie.com

Familiarize them with IsaProduct.com

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

Take their IsaBody before photos and measurements

Set them up on the [IsaLife™](http://IsaLife) app (download from Google Play or the App Store)

Product goals:

WEIGHT LOSS 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 Isagenix Independent Associate.)

Income goal \$ per month

Customer — Are you curious about how you get discounts or earn extra money for sharing Isagenix products with others?

Casual sharer/business builder — Review the Isagenix Team Compensation Plan at 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 help set them up for success, you're going to ask them some additional questions (listed below). As you ask these questions, dig deeper into each question to learn more about them, their goals, and their reasons for wanting healthy 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 joining 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.

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

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?

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

Who do you know in direct sales/referral marketing?

Who do you know who lives internationally?

What are your financial goals for the next:

- 30 days _____
- 60 days _____
- 90 days _____

Learning While You're Building

The next events you're committed to attending:

- New Year Kick Off (date) _____
- Celebration (date) _____
- Other: _____
(date) _____

I WILL COMPLETE THE 30-DAY ACTION PLAN

TRAINING BY: (date) _____

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

