

SYSTEM 1

6 STEPS TO FIND AND ENROLL YOUR FIRST 10 CUSTOMERS

① KNOW YOUR “WHY”

- Why did you decide to start using the products?
- If time and money were of no issue, what would you be doing?
- How will this flexibility help you and your family?

② WRITE A LIST

- Think of 10 family and friends who are closest to you.
- Tell them why you’re doing what you’re doing.
- Ask for their support.

③ POST ON SOCIAL MEDIA

- Share your journey and experience.
- Create curiosity amongst your social circles.
- Use the example post below.

“I’ve been watching my friend (tag your Sponsor here) who has inspired me to change my life, because I’m tired of feeling ____, ____, and ____. I’m starting a new system in a few days and would love to do it with some friends who also want to feel better so we can keep each other accountable. Plus, you can get a refund on any products you don’t like within your first 30 days, so we would win either way. Who’s up for looking and feeling their best?”

④ WRITE A FAST-START LIST

Write all the names you can think of in your immediate circles. The more you can recall, the stronger start you’ll have, but start with 40 names.

Think about the following:

- Family members
- Best friends
- Gym buddies
- Sports teams
- Hairdressers/personal services
- Work colleagues
- Neighbours
- Mom groups
- School friends

Send a message to all the names on the list (via Facebook Messenger, Instagram direct message, text message, etc.)

⑤ SAMPLE MESSAGE TO SEND TO YOUR LIST

“Hey, ____! I hope you’ve been well! I don’t know if you saw my Facebook post, but I’ve started a new health journey with a few friends, as I’m ready to (mention your goals). I’ve seen some epic results and am ready to feel like myself again. I’m looking for accountability buddies to make it fun, so would you be willing to try it with me? P.S. You can get a refund on any products you don’t like within your first 30 days. I’m so excited! What do you think?”

⑥ IF THEY SAY YES:

- Add them to your team page, and tag them in a relevant post.
“I’ll add you to my page. I’m in: (your team page), where you can learn more about Isagenix, the system we’ll be using, in your own time and space. This short video I’m sending you gives a great overview. I’ll touch base with you in the next 24 hours to answer any questions you may have!”
Within 24 hours, Follow Up With:
“Hey, ____! Hope you’re getting the info you need! What do you like best about our team page so far? Any questions?”
After They Answer, Say:
“On a scale of one to 10, (10 being you’re ready to get started), where are you?”
- Regardless of how they reply, get them onto a three-way call or Zoom with a leader to help you overcome an objection or answer any questions.
- You can respond with the Powerful Intro Template on the right.

POWERFUL INTRO TEMPLATE

Reply to Their Score Out of 10 With:

“Fantastic, look I am only new to this so I would love for you to talk to my friend ____, they will be able to answer that for us/explain that to us and it will help me learn too. My friend ____ has been involved/earned/achieved/lost X amount/is a mum/gym junkie/athlete/wanting to look after their inner health etc, however what I love most about (Sponsor) is (whatever you personally love about them). I know (Sponsor) is super busy, however I know if I chat to her about you she would give us 10 minutes of his/her time. What are two times in the next 24hrs you are available?”

Your Call Should Generally Flow Like:

- Describe your Sponsor to your prospect.
- Introduce them to each other.
- Repeat your prospect’s question/objection.
- See if your prospect is ready to join Isagenix. If they’re not, thank them for their time and keep in touch. Right now may not be the right time for them.



SYSTEM 2

6 STEPS TO BECOME A MANAGER

① FILL YOUR CALENDAR

Book coffee dates, FaceTime meetings, and Zoom calls (if you're not in the same city) with your new Customers to catch up and see how they're doing.

Pro tip: The person who fills their calendar and holds the most conversations often advances to Manager faster.

② ASK 5 IMPACTFUL QUESTIONS

1. "What are you liking best about Isagenix so far?"
2. "On a scale of one to 10, one being not interested at all and 10 being you would be more than comfortable to, would you be open to sharing your results and these products with any family or friends?"
3. "Hypothetically speaking, if you began sharing Isagenix to earn an additional income, and worked it part time, how much would you need to earn to make it worth your time?"
4. "How many months would you be willing to commit to working a business?"

Your Answer Based on Their Response (Please Ensure the Goal and Timeline are Realistic)

"So, if I could show you what it would take for you to earn (insert their target earning amount here), working an Isagenix business, over the next (insert their month number here), would you be open to looking at our team's systems on how you can start building toward that goal?"

If Their Answer Is...

"NO" That's fine, just continue supporting them as your amazing product user. Help them understand how to maintain their results and appreciate any referrals they may offer.

"YES" Follow the next steps!

③ ADD THEM TO YOUR TEAM'S FACEBOOK PAGE/GROUP.

Add them to your team's Facebook page/group, and tag them in the Isagenix Compensation Team Plan video. Put them in to "Manager Makers" Facebook Page - www.facebook.com/groups/managermakers and tag them in the pinned post which includes the Compensation Plan video.

④ ORGANIZE A ZOOM OR THREE-WAY CALL

Organize a Zoom or three-way call with them and your Sponsor. Ask for three times they'd be available for a 15-minute call over the next 24-48 hours. This is crucial because it will encourage them to share their story and needs, allowing you to show how Isagenix can help them achieve their goals financially or otherwise.

⑤ TEACH THEM SYSTEM 1

Show them the six steps to find and enroll their first 10 Customers.

⑥ REPEAT, REPEAT, REPEAT

Continue to follow this system. Every single person who you help get started on these products deserves a coffee catch up or Zoom, to be asked the 5 impact questions, and be introduced to our Teams simple system, if they wish to earn that extra income, create additional choices in their lives or have more time freedom.

Continue to follow this system. You should follow up with every person you help get started on these products whether it's over coffee or Zoom and ask them the five impactful questions. They all deserve to be introduced to the simple systems and given the opportunity to have more financial or time flexibility.

