

# SYSTEM 2

## HOW TO GO MANAGER & CREATE MANAGERS

---

### 1. FILL YOUR CALENDAR

› Book coffee dates, Facetime meetings and Zoom calls (if not in the same city) with your new customers to catch up and see how they're going.

**Pro Tip:** The person with the fullest calendar and in the most conversations, goes Manager the fastest.

### 2. ASK 5 IMPACTFUL QUESTIONS

1. "What are you liking best about Isagenix so far?"
2. "On a scale of 1-10, 1 being not interested at all, 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 hours a week can you invest to make that amount a reality?"
5. How many months would you be willing to commit to make (insert their number) a month?"

### YOUR ANSWER BASED ON THEIR RESPONSE

"So if I could show you how to earn (insert their weekly earning amount here), working (insert their part time hours here), over the next (insert their month number here), would be open to taking a look at our Teams systems on how you can do just that?"

### IF THE ANSWER IS....

**"NO"** That's fine, just keep loving them and supporting them as your amazing product users. Help them understand how to maintain their results and of course, any referrals would be greatly appreciated!

**"YES"** Follow the next steps ...

### 3. ADD THEM TO MANAGER MAKERS

› Put them in to "Manager Makers" Facebook Page - **Insert your Teams BIZ FB Page Here** and tag them in the pinned post which includes the Compensation Plan video.

### 4. ORGANISE A CONNECT CALL

› Organise a 3-way call or zoom with them and your sponsor or upline expert - Get three times that they will be available for a 15 minute call over the next 24 - 48 hours. This is so they can tell more of their own story, pour belief into them, and get them excited for what is to come by wanting to earn an additional income or have more choice in their lives through the vehicle of Isagenix.

### 5. TEACH THEM 'SYSTEM 1'

› Teach them **"SYSTEM 1: HOW TO FIND & ENROL YOUR FIRST 10 CUSTOMERS"**

### 6. TEACH THEM HOW TO SET THEIR PEOPLE UP FOR SUCCESS

› Teach them **'6 STEPS TO SET YOUR PEOPLE UP FOR SUCCESS'** once they have enrolled their first person

### 7. 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.