

# **The Isagenix Training Program**

## Going From “Yes!” To Executive and Beyond

### **Belief in Yourself**

– Unlocking the Key to Success –

Now let's go to work on building your belief in Yourself.

In the next few minutes, we're going to explore how believing in yourself and focusing on personal development to improve your skills will help you achieve the success you desire in both your Isagenix business and your life. Here are the four steps you will follow to build an unshakable belief in yourself. Even if you've never done anything like this before.

#### **Step 1: We've Got to Simplify the Business**

Let's break it down. Imagine you have a sheet of paper. On one side, write *“The Isagenix Side of the Business”* and on the other side, write *“My Side of the Business.”*

On the Isagenix side of the page you would list what Isagenix provides you: For example: Isagenix handles product development, marketing materials, shipping, customer service, events like Celebration, and so much more. In short, they take care of the corporate tasks.

On your side of the page, you would list what you provide Isagenix: Your role is to share the story of Isagenix with others. Whether it's through direct contact, sharing an audio,

video, or inviting others to attend an event, your focus should be on finding customers and building a team. Think of it like this: Isagenix provides the products and support, and you provide the people.

Your main business-building goal is to learn the skills so you can say, *“I can do this.”*

## **Step 2: We’ve Got to Understand Who We Are in Life**

It’s been said, *“You attract who you are.”* This can be a tough truth, but it’s crucial for success. If you want to build a team of motivated, successful people, you must focus on becoming a motivated, successful person. For most people that will take some time, but it’s worth it!

To become that motivated, successful person, there are two areas most people will need to develop:

First, you will need to develop business skills. Later in this program we are going to focus on the four key areas of your business: prospecting, presenting, duplicating, and leadership that will help you learn those fundamental skills.

Second, you will need to develop important life skills. These skills include your health, your finances, your spiritual wellbeing, how you handle relationships, what you do for fun, and even your social skills. Because success isn’t just about business; it’s about becoming a well-rounded individual. It’s what we call, *“The Art of Wellbeing.”*

### **Step 3: We've Got to Focus on Personal Development**

Personal development uses self-education – books, audios, videos, and events – to turn any business-building weaknesses into business-building strengths. Why does personal development matter? Because **what you think about, you become**. Your mind is constantly processing information, and over time, what you think about creates your reality.

At Isagenix, we don't expect you to **know how** to build a successful business; we expect you to **learn how**. So, how do you learn how? Through your own personal development program; reading, listening, and attending.

Start by making it a habit to read ten pages of a good book every day. Books on business skills and personal growth, like *How to Win Friends & Influence people* by Dale Carnegie, *Lead the Field* by Earl Nightingale, and *The Magic of Thinking Big* by David J. Schwartz would be excellent books to read.

Other examples would be:

Business development books with titles that would suggest they could help you learn how to find and present Isagenix to your prospects, duplicate your success by growing your team, and learn how to effectively lead others.

And...

Personal development books. Look for titles that would suggest they could help you learn how to improve your

finances, your health, your relationships, and even your social and cultural awareness.

Next, make it a habit to listen to an audio program or podcast for 30 minutes each day. This habit will keep you learning, and growing, even when you're busy. Look for topics that will help you improve your business skills over time. An excellent goal would be to listen to all the Isagenix podcasts available on [isagenixhealth.net](http://isagenixhealth.net). Why? Because accurate product knowledge will increase your belief and your confidence in sharing Isagenix with others!

Lastly, **attend at least four events a year**. Attending live corporate events, like Celebration, as well as in-person team events spark new ideas and reinforce what you've already learned. They help you stay motivated and connected with others who are on the same journey. You will find a list of recommended events on [isagenixevents.com](http://isagenixevents.com). And when you visit [isagenixevents.com](http://isagenixevents.com) make sure to register for Celebration before it sells out!

#### **Step 4: We've Got to Address Our Natural Business Building Fear**

Often, the two biggest barriers to your success are fear and lack of skills. To overcome these, you will need to focus on improving your prospecting, presenting, duplicating, and leadership skills. As your competence grows, your confidence will naturally follow.

Recognize that fear is normal, but it shouldn't stop you. Personal development and skill-building can reduce fear and

increase your probability of success. There are many books in the marketplace that have been written specifically to help the reader overcome fear. Search **overcome fear books** online and look for a book you believe would help.

One excellent personal development tip is **Success Compression**. Success Compression is simply **doing more work in less time**. One example might be reaching out to 10 people about Isagenix. You could reach out to two people a day for the next five days, or five people a day for the next two days, or ten people today! Reaching out to ten people today would be a great example of Success Compression: Again, doing more work in less time.

Another personal development tip for those of you who want to supercharge your success, is to apply the **Rule of Plus One** to everything you do. Here are a few great examples of applying the Rule of Plus one:

### **Create More Time by Awakening One Hour Earlier:**

Imagine gaining two additional work months of productivity per year! How? If you start your day one hour earlier, over the next 365 days you'll add a little more than two full-time work months to your year! How is that possible? Here's the math: Adding one additional hour to your workday, over the next 365 days, will create an additional 365 hours for your business. Divide those 365 hours by a typical 40-hour work week and that's like adding over two full-time work months to your working year!

### **Reach Out to More People by Making One More Contact:**

You could generate two new contacts per day four days per week or eight new contacts per week, 32 new contacts per month, or 384 new contacts per year. But apply *The Rule of Plus One* and watch what happens: Generate three new contacts per day, five days per week, or 15 new contacts per week; that's 60 new contacts per month, or 720 new contacts per year! Adding those additional 336 new contacts will almost double your entire year's activity!

### **Learn More Even Faster by Reading One More Page:**

Most Network Marketers read 10 pages of a good book every day. Apply *The Rule of Plus One* to that routine and see how the added knowledge, insights, and wisdom gleaned by reading an additional 365 pages every year will help you more quickly achieve your dreams!

**Create an Unshakable Belief by Listening to One More Audio Program:** Awaken one hour earlier and invest that time into your own personal development program. It's true... Most Network Marketers help master their prospecting, presenting, duplicating, and their leadership skills by listening to 30 minutes of an audio program every day. However, when you add *The Rule of Plus One* to your daily routine and **listen to one more 30-minute audio program**, you gain an extra 182 hours of pure skills training every year!

**Increase Customer Orders by Offering One More Product to Every Customer:** Imagine what might happen to your Isagenix income if you were to offer one more product to

every customer? Run the numbers and discover for yourself the awesome power of *The Rule of Plus One*.

There are almost endless ways to personally benefit from applying *The Rule of Plus One* in your Isagenix business and in your life: Make One More Follow-Up Call, Return One More Message, Invite One More Guest, Share the Business One More Time, Encourage One More Person, etc.

Apply *The Rule of Plus One* and see for yourself how any objective can be achieved significantly faster when existing effort is increased by one.

Now you know there are three steps to building your Belief in Yourself. They are: 1) Reading 10 pages of a good book every day, 2) Listening to a skills training audio program for 30 minutes every day, and 3) Attending four Isagenix events every year. Remember, Celebration is our #1 event of the year so make sure you register today at [isagenixevents.com](http://isagenixevents.com).

Success in Isagenix isn't about complexity. It's about consistency. Repetitiously taking daily actions, like **learn**, **apply**, **repeat**, that will transform your mindset and, over time, will transform your business.

After all, your success in Isagenix becomes more achievable when you believe in yourself. Therefore, by investing in your own personal development and mastering essential business skills, you will be laying the foundation for your long-term success in your business and your life.

So, take the next step, the **learn** step, and get started on your own personal development journey today. Select the

first book you're going to read, podcast you're going to listen to, and event you're going to attend. And then as you share the gift of Isagenix with others, the **apply** step, notice which of the four key areas of your business you'd like to improve – prospecting, presenting, duplicating, or leadership – and continue (**repeat**) to work on getting better. Because when you get better, building a successful Isagenix business becomes more achievable for you.

Always remember – learn, apply, repeat.

Lastly, as you continue attending recommended trainings and events to learn more about all five areas of belief, also continue learning as much as you can from your sponsor, your support team, and Isagenix, with the goal of believing in yourself to an unshakable solid 10.

With that being said, let's go to work on the next area of your business: Discovering your “Why?” When you're ready, continue to the next segment.