90-DAY GAME PLAN

AUGUST 31 - NOVEMBER 29, 2015

#90DayGP

YOU + TWO
THEM + 2
Dear Isagenix® Associate,

It is incredible what you can accomplish independently in 90 days. What’s more amazing is how much more we can accomplish together as we strive to break through our Game Plan goals! Taking on the 90-Day Game Plan is the first step to growing a business with Isagenix. With Isagenix, you have no limits on what you can accomplish.

Your breakthrough begins NOW. It is time to plan your vision for the next 90 days to set yourself up for success. Remember that we’re here for you every step of the way with business resources and support.

Everything you learn over the next few days will help improve your team’s prospecting, leadership development, order basket and retention. As Isagenix builds to break through the Billion & Beyond Challenge, we look forward to presenting What Drives Us. This concept is redefining the Isagenix culture – who we are as a company and a family.

Isagenix is a goal-driven organisation that continually sets the bar high to continue to stretch and grow our impact on the world. Within this workbook are the tools to help you do the same. Utilise this workbook to record your goals and strategise the steps you’ll take to get there. Most importantly, share your goals and your progress with your team, friends and families as their support can mean the difference between achieving them or letting them slip through your fingers.

We know you can do this and we can’t wait to see you successfully break through to reach your goals in the next 90 days.

To your success!

Kathy Coover
Isagenix Co-Founder & Owner
WHAT IS A 90-DAY GAME PLAN?
A business-building strategy that is used to accomplish measurable outcomes and massive action, in an accelerated amount of time.

WHY SHOULD YOU USE A 90-DAY GAME PLAN?
Clinical Psychologist, Dr. Gail Matthews has studied goal achievement. Her research found that participants who wrote down their goals achieved significantly more than those who only thought about their goals.

The study also demonstrated the effectiveness of accountability and commitment. What does that mean? Participants who wrote down both goals and action commitments were more likely to achieve those goals.

Better yet, participants who formulated action commitments, sent their goals and commitments to a supportive friend AND sent weekly progress reports to that same friend were the most likely to reach their goals.

<table>
<thead>
<tr>
<th>Written goals</th>
<th>43% accomplished goal</th>
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<tbody>
<tr>
<td>Written goals</td>
<td>64% accomplished goal</td>
</tr>
<tr>
<td>Written goals</td>
<td>76% accomplished goal</td>
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</tbody>
</table>

Baseline: Thought About Goals
Source: www.dominican.edu/dominicannews/dominican-research-cited-in-forbes-article

WHO SHOULD PARTICIPATE IN THE 90-DAY GAME PLAN?
Anyone who is serious about building their Isagenix* business or is ready to become a professional Network Marketer. If you want to succeed, a 90-Day Game Plan will help you identify the steps you need to take to build strong business building habits. Whether you’re new to Network Marketing or a seasoned professional ready to break through with momentum, the 90-Day Game Plan is your map to focused success.
**HOW DO YOU CREATE A 90-DAY GAME PLAN?**

It’s just a matter of filling in the blanks. Fill out each section in its entirety then get into action. If you need help writing your 90-Day Game Plan please contact your support team.

**PREPARATION (DREAM)**

- **Establish Your ‘Why’**
  *Example: I believe all parents deserve to spend more time with their children. I show people a way to stay at home and provide a full-time income.*

- **Identify Distractions**
  *Examples of distractions: negative people, self-doubt, objections, TV, etc.*

- **Vision**
  *What is your vision for the next 90 days and beyond? Commit to 90 days and overcome your obstacles.*

- **Get Your Business Set**
  *Set up your office, ensure you have the essential materials and access your Blueprint Reports in your Associate Back Office.*

- **Healthy Mind and Body**
  *Develop positive habits and the correct mindset to accomplish your goals.*

- **Brand Yourself**
  *Learn to represent yourself as a professional Network Marketer. Develop your strategy.*

- **Connect and Utilise the Tools**
  *ANZ.IsaMovie.com, IsaProductAU.com, ANZ.IsagenixBusiness.com, Launch Party Kit, Facebook, Twitter, Instagram, etc.*

- **‘YOU+TWO, THEM+2’**
  *Learn this and teach it to all your new members.*

- **Creating Your Contact List**
  *Who do you know? Identify new prospects already in your inner circle.*

- **Set Business Hours**
  *Example: Part-time 7:00–9:30pm Full-time 9:00am–2:00pm and 7:00–10:00pm*

- **Set Your Calendar, Set Business Hours**
  *What is the next event you’re attending and who is coming with you?*

- **Develop Your Team**
  *Lock arms with 5 team members and set goals.*

**LAUNCH**

- **Commit and Never Quit**

- **Put Your Plan Into Action**
  *GO FOR IT! Send your 90-Day Game Plan to your support team. Isagenix will provide you with a variety of support methods during the next 90 days.*

Now is the time to fill out your 90-Day Game Plan.

Remember to play bigger, think bigger and make the impossible possible!
DREAM, ACHIEVE, CELEBRATE, REPEAT

PREPARATION

Establish Your ‘Why’ • Set Yourself Up for Success • Vision
Get Your Business Set • Healthy Mind and Body • Brand Yourself
Connect and Utilise Social Media • ‘YOU+TWO, THEM+2’
Create Your Contact List • Set Business Hours • Set up Your Calendar
Create a Daily and Monthly Plan • Develop Your Team

#90DayGP
“The 90-Day Game Plan is everything you need to put into place in order to maximise your success. It helps you walk through even the most basic steps of getting a new member started.”

-LYNN H.
16 STAR PLATINUM, 11 STAR CRYSTAL EXECUTIVE
WHAT IS YOUR ‘WHY’?

Discovering what drives you, or your ‘Why’, is important. Make sure each team member has a strong ‘Why’. A well-developed ‘Why’ will clearly and powerfully help them break through unexpected obstacles and guide them in time prioritisation.

Before discovering your ‘Why’, answer the following questions.

1. What drives you the most? What drives your actions NOW?

2. How will you share your ‘Why’?

3. What drives your team members?

To learn more about this concept go to www.ted.com and in the search bar type in “Simon Sinek: How great leaders inspire action.”
SET YOURSELF UP FOR SUCCESS

Your 90-Day Game Plan will be your tool to focus your goals and eliminate distractions to help you focus on your ‘Why’.

We all want to spend more time with family and friends enjoying our ‘Why’, rather than spending precious time doing the things we feel we “have to do”. Many people begin their Isagenix businesses part-time within the pockets of their busy lives.

ELIMINATE DISTRACTIONS/EXCUSES

I will stop...  
spending too much time in front of the TV, on social media, etc.

I will start...  
organising my office, smiling more, carrying Isagenix products around, wearing IsaGear, etc.

GET YOUR BUSINESS SET

What do you need to get your business running?

If you’re new to the business, maybe it’s an office, phone, computer, whiteboard or Facebook page.

If your business is more seasoned (2 Star Golden Circle or above) continue to check the Blueprint, Weekly Achievers or Executive reports in your Back Office. Or maybe you want to better your team communication with an ongoing newsletter or Facebook group.

What day next week will you get/access this?

Blueprint and leadership reports are found in the Associate Back Office under ‘Team/View Downline Reports’. Those ranked 2 Star Golden Circle or above have access to ‘Weekly Achievers’, which can be found under the ‘Leadership’ tab. If you do not have a ‘Leadership’ tab and are ranked 2 Star Golden Circle or above, please email CustomerServiceANZ@Isagenixcorp.com and ask for the ‘Executive Agreement Form’. Get your IsaGear at IsagenixGearByStowebrigde.com. These are real conversation starters.
90-DAY GAME PLAN

Develop a powerful vision for your future using your ‘Why’. This is the spark that ignites the passion to achieve your dreams. Imagine all the possibilities when you focus on your ‘Why’.

**YOUR VISION: THE BIG PICTURE**

**WHAT IS YOUR VISION?**

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**ISADERBY TIP:** Create a Team Vision. What do you want for your team to accomplish during IsaDerby?

**DRAW YOUR VISION.**
DRAW YOUR MIND.

DESIRE

CONSCIOUS MIND

EMOTION

UNCONCIOUS MIND

IDENTITY

IMAGINATION
**HOW TO CONNECT**

Write down 1–2 reasons you can think of in each category within the ‘FOR’ that would motivate them to build their business.

**FAMILY:**

**OCCUPATION:**

**RECREATION:**

**Give Them a Reason to ACT:**

“If I could show you a way to... (2-3 points you learned from the FOR)...

“Would you be open to learning about it?”

“What if?” What would your life look like 2-3 years down the road if you were able to achieve those things?”

(Share your story here.)

“OK, now tell me 3-5 health goals you would love to reach. What comes to mind?”

(Energy, sleep, weight release/gain, clarity etc.)

“This is a lifestyle program that has the ability to transform your life physically and financially and I am going to show you how and how to achieve long-term success!”

**Show Them How to ACT:**

“With your health/financial goals in mind, my recommendation is to get you started with the best pack for long-term success called the; President’s Pak/ 30 Day Nutritional Cleansing Program. Let me show you how to get it paid for first, as we create a game plan for your future.”
WHY AND HOW TO POST ON FACEBOOK

1. Share your enthusiasm about Isagenix products and a healthy lifestyle.

2. Develop curiosity among friends and family.

3. Build your Isagenix business and cultivate leaders by recognising team members as they grow and advance in their businesses.

Sample Post:
“After watching my friend, (Enter and Tag Enrolling Sponsor’s Name), release/experience/have ........................................ and ........................................, using an amazing Nutritional Cleansing system, I decided it was time for me to see what cleansing was all about. I’m so excited to get my body back. I’d love to have some friends join me on this journey to being the healthiest we’ve ever been! Who’s up for looking and feeling their best?”

Sample Lifestyle Post:
“Imagine having the ability to wake up to the sound of silence. No alarm clock ringing in your ear. No stress banging around in your head. Just complete peace of mind. No job that you have to rush to. No boss that you have to deal with. You get to spend all day with whoever you want in the most beautiful place in the world. Sounds like a holiday, doesn’t it? What if every day could be like this? I’m so thankful that I stepped out of my comfort zone and am now on my way to living the life of my dreams and happy to have so many of my friends joining me for this exciting ride!”

Sample Health Results Post:
Check out ...........................................’s amazing results! Results that are clinically studied, founded in delicious nutrition and world-class science. I’ve looked high and low for a system that could breed results like this and I am confident I’ve found THE best! Just look at ........................................... Here’s what (she/he) has to say about (his/her) experience: (“Enter testimonial here.”)

Sample Recognition Post:
Today, we’re celebrating a massive achievement for our amazing friend ...........................................
........................................... gives people the greatest gift possible: The ability to be free in all areas of their lives. This is a well-deserved reward! The freedom train rolls on... who wants to hop on?

To find sample social media image posts, check out ANZ.IsagenixBusiness.com under the ‘Tools’ tab.

10 X 4 X 1
Post at least 15 times each week. Prime posting hours: 7–9 a.m. & 8–10 p.m.

10 Posts should relate to your branding. These posts will be non-business related (funny, inspirational, hobbies etc.)

4 Posts should be recognition (success stories or ‘before’ and ‘after’)

1 Post should relate to your business.
‘YOU + TWO, THEM + 2’ Sample Script

Isagenix® has created a simple system that will allow you to get your products paid for and earn up to $820. This concept is simple. It’s called ‘YOU + TWO, THEM + 2’. It boils down to you sharing the Isagenix Programs with TWO people, then they share the Isagenix Programs with TWO more people.

Let’s take a closer look...

Chances are you know two people who want to lose some weight, feel healthier, have more energy, age more youthfully or make some extra money? What are their names?

Great! So you have ........................................ and .........................................

When you help ........................................ and ........................................ join with Isagenix and start on a President’s Pak, Isagenix will give you a referral bonus.

For sharing the Isagenix President’s Pak with ........................................ you will receive an $80 referral bonus. For sharing the same Isagenix President’s Pak with ........................................, you receive another $80 referral bonus!

Here’s where it gets exciting! When you share Isagenix with two friends in the same commission week (Monday to Sunday 11:59pm US EST), Isagenix will DOUBLE your bonus! Instead of receiving an $80 bonus for each friend, it’s doubled so you get a total of $320.

So far you have earned $320 for opening Isagenix accounts for two friends. This is called ‘YOU + TWO’. You now advance to the first leadership level and are rewarded with an additional $50 for a total of $370.

Together we will help your two friends do exactly what you did in ‘YOU + TWO’, which is to share the Isagenix Program with two people. You receive $100 for helping ........................................ and another $100 for helping .........................................

Now you have earned $370 for ‘YOU + TWO’, plus $200 for helping your friends. That’s ‘THEM + 2’ for a total of $570.

If you fulfill ‘YOU + TWO, THEM + 2’ within the first 30 days of joining Isagenix, you achieve the second leadership level step and the company pays you an additional $250 bonus as a Crystal Manager.

Let’s add this up: You started the Isagenix Program.

You shared it with two friends who joined the same way you did and you earned $370, plus $200 for ‘THEM + 2’ for a total of $570.

If you completed ‘YOU + TWO, THEM + 2’ within 30 days, you received another $250 bonus. That’s a grand total of $820.

Repeating this step over and over can help you accomplish the goals we spoke about earlier.

You can also earn up to $600 - $820 additional earnings with the Holiday Bonus Pool.*

$820 in your first month is just the beginning. The earning potential is endless with Isagenix. Once you’ve achieved the rank of Manager, you become eligible to earn shares in the $4 Million Holiday Bonus Pool by achieving sales goals and continuing your growth.

Visit ANZ.IsaMovie.com or ANZ.IsagenixBusiness.com for more on the ‘YOU + TWO, THEM + 2’ Program.

* Rank Advancement Bonuses, Consultant Bonuses and Double Product Introductory Bonuses are calculated in USD and then paid in local currency. Isagenix currently uses a conversion rate of USD $1.00 to AUD $1.11.
Product Introductory Bonuses are paid in local currency.
Please note that Isagenix reserves the right adjust the Foreign Exchange Policy rate at any time.
PRACTICE YOUR ‘YOU+TWO, THEM+2’ HERE
Get **YOUR** Products Paid For
Sharing Isagenix is FUN and REWARDING

Follow this proven system within your first 30 days of joining and earn **$600 AU/$620 NZ**

**Getting Started Programs/Paks**
- Energy & Performance PRO Pak
- 30-Day Starter Pak
- 30-Day Nutritional Cleansing Program
- Product B Starter Pak

**1. ENROL IN ISAGENIX**

**YOU**

**2. YOU+2**

Enrol 2 people in Isagenix with the 30-Day Nutritional Cleansing Program this week

- **$150 Bonus AU**
- **$170 Bonus NZ**

**3. THEM+2**

Have your 2 people enrol 2 people in Isagenix with the 30-Day Nutritional Cleansing Program

- **$200 Bonus**

**GRAND TOTAL = $600 AU/$620 NZ**

+ **Quarterly Holiday Bonus**

Every week you’re active as a Manager or higher, you earn six shares of the $4 million Holiday Bonus Pool! So you can earn up to $600 - $800 extra!**

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* Rank Advancement Bonuses, Consultant Bonuses and Double Product Introductory Bonuses are calculated in USD and then paid in local currency. Isagenix currently uses a conversion rate of USD $1.00 to AUD $1.11/NZD $1.17.

Product Introductory Bonuses are paid in local currency.

Please note that Isagenix reserves the right adjust the Foreign Exchange Policy rate at any time.
Get **YOUR** Products **Paid For**

Sharing Isagenix is FUN and REWARDING

Follow this proven system within your first 30 days of joining and earn $820 AU/$900 NZ*

**President’s Paks**

- Energy & Performance President’s Pak
- Business Builders Pak
- President’s Pak
- Kosher President’s Pak

1. **JOIN ISAGENIX**

2. **YOU+2**

   Enrol 2 people in Isagenix with the President’s Pak this week

   = $370 Bonus AU
   OR
   = $450 Bonus NZ

3. **THEM+2**

   Have your 2 people enrol 2 people in Isagenix with the President’s Pak

   = $200 Bonus

**GRAND TOTAL** = $820 AU/$900 NZ + Quarterly Holiday Bonus

* Rank Advancement Bonuses, Consultant Bonuses and Double Product Introductory Bonuses are calculated in USD and then paid in local currency. Isagenix currently uses a conversion rate of USD $1.00 to AUD $1.11/NZD $1.17.

Product Introductory Bonuses are paid in local currency.

Please note that Isagenix reserves the right to adjust the Foreign Exchange Policy rate at any time.
Here’s your map to becoming a Crystal Executive. Fill in your new team members’ names. To become a Crystal Executive you need to personally help 5 people join on each team leg (right & left) then help those 5 individuals become Consultants within 6 months of joining. If you complete this within 6 months of joining you will achieve Executive status.

$50 Consultant Advancement Bonus
+$2,000 Consultant Development Bonus ($100 each Max. 20)
+$250 Crystal Manager Bonus (achieve within 30 days)
+$750 Crystal Director Bonus (achieve within 90 days)
+$1,000 Crystal Executive Bonus (achieve within 6 months)

=$4,050* in Bonus Executive Money!
(Consultant to Crystal Executive 6 months)

Your Crystal Executive Plan

* Rank Advancement Bonuses, Consultant Bonuses and Double Product Introductory Bonuses are calculated in USD and then paid in local currency. Isagenix currently uses a conversion rate of USD $1.00 to AUD $1.11. Product Introductory Bonuses are paid in local currency.
Please note that Isagenix reserves the right adjust the Foreign Exchange Policy rate at any time.
YOUR CALENDAR

What is the next Core event you’re attending, (Summer Kick Off, Celebration, IsaUni, UIA or Super Saturday)?

Which team members are coming with you to the next event?

How many people are you bringing to ANZ Celebration 2016?

*Events build belief. The more team members you have at an event, the more successful you will be!*

“Our leaders know that the more people they have at Celebration, the faster their businesses will grow and the more lives they will powerfully and positively inspire.”

- Susan Sly, Isagenix Millionaire

NOTES:

To find out more about Isagenix Core Events, visit ANZ.IsagenixEvents.com
TOOLS FOR SHARING ISAGENIX

Tools for sharing Isagenix online
• Isagenix ANZ Facebook
• ANZ.IsaMovie.com
• Why Isagenix
• StartYourLife.com
• IsaProductAU.com
• Isagenix to Go App

NOTES:

Tools for sharing Isagenix in person
• Magazine (START, IsaNews, Lifestyle Guide)
• Isagenix events
• Launch Party Kit
• Product Catalogue

NOTES:

Tools to support your team
• Isagenix ANZ Facebook
• New Associate checklist
• ANZ.IsagenixBusiness.com
• IsaPulse

NOTES:
How will you celebrate when your team member achieves their advancement? Card, flowers, dinner, recognition call, IsaPulse, 3-Way Call?

ISADERBY: Support and recognise your team with encouragement simply and efficiently with IsaPulse. Send personally-enroled team members a congratulations text or Facebook message.
DEVELOP YOUR TEAM
LOCK ARMS WITH 5 DEDICATED TEAM MEMBERS

1. Name:

2. Name:

3. Name:

4. Name:

5. Name:

WHAT DOES LEADERSHIP LOOK LIKE?

Step 1 – Have a team member watch/listen to you do a 3-Way Call.
Step 2 – Have a team member help you do a 3-Way Call.
Step 3 – Have a team member do a 3-Way Call with your help.
Step 4 – Have a team member do a 3-Way Call as you watch/listen.
Step 5 – Have a team member do a 3-Way Call and report back to you.
Step 6 – Have a team member do a 3-Way Call while their new team member watches/listens.

ACCOUNTABILITY

How can I increase accountability in my team?

Be a dedicated accountability coach. Text, 3-Way Calls, Facebook, weekly meetings

ADDITIONAL TIPS:

1. Recruit like-minded people who are as dedicated to reaching their goals as you are.

2. If you’re having trouble gathering a team of people you know, connect with experienced Network Marketers on social media or LinkedIn and share the opportunity.
“Life is not going to stop for you to build this business. There’s never going to be a perfect time to start, so just start now.”

- CINDY H.
ISAGENIX MILLIONAIRE
**BRAND YOURSELF**

Your brand on social media is critical to your Isagenix business. As always, be sure your posts on Facebook, Twitter and Instagram reflect you and Isagenix in a positive manner.

When it comes to social media, ask yourself these questions:

1. What’s the message I want to convey to the world?
2. What will differentiate me from others?
3. What’s the feeling I want people to have when they land on my page?
4. What’s the feeling I want people to have when they meet me in person?
5. What are three things I’m most passionate about? (1 Business, 1 Personal, 1 General Interest)
6. What are my three greatest personality traits?
7. What are three words that describe who I am?
8. What problems can I help solve?
9. What solutions can I offer or specialise in to help others?
10. Who am I?
11. What do I believe in?

**TIP FOR SUCCESS:**
To save time and stay organised, utilise marketing tools such as HootSuite.com to automatically trigger posts on your various social media platforms.

**ISADERBY TIP:**
Connect with your team on social media (Facebook, Instagram, Twitter, etc) to keep connected during the contest.
OPENING LINES

Phone Call
“............................., I made list of all of the people in my life who are exceptional and I thought of you. I am launching a project over the next 90 days. I am working with a talented team of people who have a mission to empower others to create more freedom in their lives. I don’t have a lot of time right now but if I sent you a short video, would you be able to watch it today?”
(Set the appointment for a time within 12-24 hours.)
“............................., hi, it’s .............................. I know we haven’t spoken in a long time and to be honest, I feel a little nervous calling but I felt it was worth the risk. (Pause.) Obviously it may feel strange, me connecting, after all this time. However, I am working on a project and you came to mind because of your (integrity/drive/focus/compassion/heart) and I was wondering if you would be open to me sharing a little bit about the project I am working on.”

Face to Face
“Hi – I just noticed (pick a compliment: what a good server you are/your necklace/how professional you were with that person/how efficient you are/your shoes/your tie etc). I am always scouting for new talent. Have you ever thought about owning your own business?”
“Have you heard of Isagenix?” Share your story and follow up if they are interested.

Follow-Up and Trial Closes
“............................., from the information you looked at – what interested you the most? (Listen and take notes.) Obviously (Re-state what they said...) is important to you and I would love to help you with that. How would you feel if I told you that you could be on your way to achieving this within the next 30 days?”
“Imagine ............................., by this time next week you could be well on your way to (re-state their goal).
“What questions can I answer for you in order for you to give this a try?”
“If I get that answered for you – are you willing to get started?”

Closing Lines
“............................., I want to see you win. You deserve to (insert their goal). Our team will coach, support and mentor you. Let’s get you started.”
“............................., it sounds like you have been trying to achieve (re-state their goal) for a long time and spent a lot of money and energy in the process. I think you’ll be really satisfied if you decide to join us so you can finally reach the goals you have been striving for.”

Check out ANZ.IsagenixBusiness.com to create your contact list.
FULL-TIME/PART-TIME

What are your business hours?

What are your personal/family hours?

THE FACTS

If you help 20 people join Isagenix, 12 will do something and 8 will do nothing.

Within 60 days, you will have 8 team members doing something.

In 4 months, you will have 6 team members doing something.

In 9 months, you will have 4 team members doing something.

A year from the date you start your business, 1 team member will account for 80% of your income and 3 team members will account for 20% of your income.*

IF YOU ARE FULL-TIME...

Do you commit to introducing Isagenix to 20 new people during the first 6 weeks of your 90-Day Game Plan?

Yes ☐ No ☐

IF YOU ARE PART-TIME...

Do you commit to introducing Isagenix to 10 new people during the first 6 weeks of your 90-Day Game Plan?

Yes ☐ No ☐

KATHY COOVER’S KEYS TO SUCCESS:

• Prospecting
  80% of the time

• Presenting

• Sharing

• Training → 20% of the time

“Twenty years of experience in this profession has taught me the key components for success: time management and the importance of staying focused on income driving actions.” – KATHY COOVER

* Facts Sourced from Industry leader in the Network Marketing profession Eric Worre.

Business building results will vary from business to business based on industry experience.
## Sample Part-Time Schedule

### Today is

**Day:**

**Date:**

**Goal:**

### Schedule

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<thead>
<tr>
<th>Time</th>
<th>Activity</th>
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<tr>
<td>6:00 AM</td>
<td>HEALTHY MIND &amp; BODY - daily activity</td>
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<td>6:30 AM</td>
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<td>7:00 AM</td>
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<tr>
<td>5:30 PM</td>
<td>PROSPECTING - (Calls, Send people to ANZ.IsaMove.com, 3-Way Calls etc.)</td>
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<tr>
<td>6:00 PM</td>
<td>PRESENTING ISAGENIX - (Launch Party, over the phone, Skype etc.)</td>
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<td>7:00 PM</td>
<td>DINNER with family!</td>
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<td>7:30 PM</td>
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<td>8:00 PM</td>
<td>TRAINING - (Teaching YOU+2, THEM+2, coaching product users, sending out</td>
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<td>welcome emails, team calls, personal development training etc.)</td>
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<td></td>
</tr>
<tr>
<td>12:00 AM</td>
<td></td>
</tr>
<tr>
<td>TIME</td>
<td>TASK</td>
</tr>
<tr>
<td>--------</td>
<td>----------------------------------------------------------------------</td>
</tr>
<tr>
<td>6:00 AM</td>
<td>Wake Up</td>
</tr>
<tr>
<td>6:30 AM</td>
<td>EXERCISE and listen to PERSONAL DEVELOPMENT podcasts, training etc.</td>
</tr>
<tr>
<td>7:00 AM</td>
<td>Daily Activity: Mindset</td>
</tr>
<tr>
<td>7:30 AM</td>
<td>Morning IsaLean™ Shake</td>
</tr>
<tr>
<td>8:00 AM</td>
<td>PROSPECTING -</td>
</tr>
<tr>
<td>9:00 AM</td>
<td>(Calls, Send people to ANZ.IsaMovie.com, 3-Way Calls etc.)</td>
</tr>
<tr>
<td>9:30 AM</td>
<td>MEETING with Prospect</td>
</tr>
<tr>
<td>10:00 AM</td>
<td>and PRESENT Isagenix</td>
</tr>
<tr>
<td>11:00 AM</td>
<td></td>
</tr>
<tr>
<td>11:30 AM</td>
<td></td>
</tr>
<tr>
<td>12:00 PM</td>
<td></td>
</tr>
<tr>
<td>12:30 PM</td>
<td></td>
</tr>
<tr>
<td>1:00 PM</td>
<td>TRAINING - (Teach YOU+2, THEM+2, send people to ANZ.IsagenixBusiness.com, discuss rank advancement maps, coach product user &amp; send to IsaProductAU.com)</td>
</tr>
<tr>
<td>2:00 PM</td>
<td>EMAILS -</td>
</tr>
<tr>
<td>2:30 PM</td>
<td>(Answer emails, send emails to team members, send welcome emails, etc.)</td>
</tr>
<tr>
<td>3:00 PM</td>
<td>Pick up kids from school</td>
</tr>
<tr>
<td>3:30 PM</td>
<td></td>
</tr>
<tr>
<td>4:00 PM</td>
<td></td>
</tr>
<tr>
<td>4:30 PM</td>
<td></td>
</tr>
<tr>
<td>5:00 PM</td>
<td></td>
</tr>
<tr>
<td>5:30 PM</td>
<td>DIINNER with Family</td>
</tr>
<tr>
<td>6:00 PM</td>
<td></td>
</tr>
<tr>
<td>6:30 PM</td>
<td></td>
</tr>
<tr>
<td>7:00 PM</td>
<td></td>
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<tr>
<td>7:30 PM</td>
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<td>8:00 PM</td>
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<td>8:30 PM</td>
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<td>9:00 PM</td>
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<td>10:00 PM</td>
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<td>10:30 PM</td>
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<tr>
<td>11:00 PM</td>
<td></td>
</tr>
<tr>
<td>11:30 PM</td>
<td></td>
</tr>
<tr>
<td>12:00 AM</td>
<td></td>
</tr>
</tbody>
</table>
DREAM, ACHIEVE, CELEBRATE, REPEAT

PROMOTIONS & TOOLS

#90DayGP
“It’s not how much you master, it’s how many masters you make.”

- ELLEN B. G.
  ISAGENIX MILLIONAIRE
# TOP ISAGENIX WEBSITES

<table>
<thead>
<tr>
<th>Category</th>
<th>Website</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Product</strong></td>
<td>IsaProductAU.com</td>
<td>Your complete product training experience</td>
</tr>
<tr>
<td></td>
<td>IsagenixHealth.net</td>
<td>Get valuable health and wellness info and learn about the science behind our products</td>
</tr>
<tr>
<td></td>
<td>IsagenixGearByStowebridge.com</td>
<td>Shop for the latest Isagenix® apparel and accessories</td>
</tr>
<tr>
<td><strong>Business/Opportunity</strong></td>
<td>ANZ.IsagenixBusiness.com</td>
<td>View all of the steps you need to build your business</td>
</tr>
<tr>
<td></td>
<td>IsagenixHealth.net</td>
<td>Get valuable health and wellness info and learn about the science behind our products</td>
</tr>
<tr>
<td></td>
<td>ANZ.IsaBodyChallenge.com</td>
<td>Find out how Associates are transforming their bodies and lives using Isagenix products</td>
</tr>
<tr>
<td></td>
<td>IsaSalesTools.com.au</td>
<td>All the tools you need to build your business, at your fingertips</td>
</tr>
<tr>
<td></td>
<td>IsaGeeks.com</td>
<td>Tech talk you can understand - and laugh at</td>
</tr>
<tr>
<td></td>
<td>StartYourLife.com</td>
<td>Home of the START vision, tools, training, and inspiration that’s changing young lives all over the planet</td>
</tr>
<tr>
<td><strong>Company</strong></td>
<td>Isagenix.com</td>
<td>Main corporate website</td>
</tr>
<tr>
<td></td>
<td>ANZ.IsaFYI.com</td>
<td>Stay up to date on what’s hot with Isagenix by viewing and subscribing to our newsfeed</td>
</tr>
<tr>
<td></td>
<td>IsagenixTech.com</td>
<td>Get updates on the latest technology advancements, maintenance alerts and more</td>
</tr>
<tr>
<td></td>
<td>ANZ.IsaMovie.com</td>
<td>View product and opportunity videos to help you share your Isagenix experience</td>
</tr>
<tr>
<td><strong>Audio, Video &amp; Social Media</strong></td>
<td>Facebook.com/IsagenixAustraliaNewZealand</td>
<td>Engage with our corporate team and your fellow Associates</td>
</tr>
<tr>
<td></td>
<td>Instagram.com/IsagenixANZ</td>
<td>See who’s gaining health and wealth with the Isagenix vehicle</td>
</tr>
<tr>
<td></td>
<td>Twitter.com/IsagenixANZ</td>
<td>Join in with the conversation at Isagenix events, products and more</td>
</tr>
<tr>
<td></td>
<td>YouTube.com/IsagenixANZ</td>
<td>Take a look at the latest Isagenix videos and share them with others</td>
</tr>
<tr>
<td></td>
<td>Soundcloud.com/IsagenixANZ</td>
<td>Access recordings of conference calls and more</td>
</tr>
</tbody>
</table>

Visit ANZ.IsagenixBusiness.com for a digital list of websites.
## Cycle Payouts

<table>
<thead>
<tr>
<th>Rank</th>
<th>Weekly Cycles</th>
<th>Income*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consultant/Executive</td>
<td>1 Cycle</td>
<td>$2,808 per year</td>
</tr>
<tr>
<td>Consultant/Executive</td>
<td>5 Cycles</td>
<td>$14,040 per year</td>
</tr>
<tr>
<td>1 Star Silver/Golden Circle</td>
<td>10 Cycles</td>
<td>$28,000 – $53,000 per year</td>
</tr>
<tr>
<td>2 Star Silver/Golden Circle</td>
<td>20 Cycles</td>
<td>$56,000 – $109,000 per year</td>
</tr>
<tr>
<td>3 Star Silver/Golden Circle</td>
<td>40 Cycles</td>
<td>$112,000 – $165,000 per year</td>
</tr>
<tr>
<td>4 Star Silver/Golden Circle</td>
<td>60 Cycles</td>
<td>$168,000 – $278,000 per year</td>
</tr>
<tr>
<td>5 Star Silver/Golden Circle</td>
<td>100 Cycles</td>
<td>$280,000 – $417,000 per year</td>
</tr>
<tr>
<td>6 Star Silver/Golden Circle</td>
<td>150 Cycles</td>
<td>$420,000 – $554,493 per year</td>
</tr>
<tr>
<td>7 Star Silver/Golden Circle</td>
<td>200 Cycles</td>
<td>$557,280 – $693,813 per year</td>
</tr>
<tr>
<td>8 Star Silver/Golden Circle</td>
<td>250 Cycles</td>
<td>$696,600 and up per year</td>
</tr>
</tbody>
</table>

*Note: Isagenix will count Team Cycle Bonuses, PIBs and Matching Team Cycle Bonuses toward recognition rank qualification.*

*Earning levels for Isagenix® Independent Associates that appear in this publication are examples and should not be construed as typical or average. Income level achievements are dependent upon the individual Associate’s business skills, personal ambition, time, commitment, activity and demographic factors. For average earnings, see the Isagenix Independent Associate Earnings Statement found at www.IsagenixEarnings.com.

All dollar amounts are shown in USD. Local amounts may be subject to the Isagenix Foreign Exchange Policy.
## NEW ASSOCIATE INFORMATION

Name: ____________________________________________________________________________________________________________________________________________

Phone: ____________________________________________________________________________________________________________________________________________

Email: ____________________________________________________________________________________________________________________________________________

## COMMUNICATION WITH NEW ASSOCIATE

Build a steady line of communication. Keep track of the date, communication medium and what you discussed.

<table>
<thead>
<tr>
<th>Date</th>
<th>Type</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(phone, in person, email, etc.)</td>
<td></td>
</tr>
</tbody>
</table>

## NEW ASSOCIATE ORDER

Order Date: ____________________________  Autoship Date: ____________________________

Order Pak: ____________________________  Autoship Order: ____________________________
COMPLETE THESE STEPS WITH YOUR NEW ASSOCIATE WITHIN 48 HOURS OF JOINING ISAGENIX

☐ STEP 1 - PLUG IN
To fully welcome and engage your New Associate, be sure to complete the following steps in the timeline given.

**Within 24 Hours of Joining Isagenix**

☐ Send a Welcome Email - This email should include the following information:
  - A welcome message that shares your excitement for them to start their Isagenix journey
  - [IsaProductAU.com](http://IsaProductAU.com) (Product coaching and information)
  - [ANZ.IsaMovie.com](http://ANZ.IsaMovie.com) (Visual education and how we share the Isagenix story)
  - [ANZ.IsagenixBusiness.com](http://ANZ.IsagenixBusiness.com) (Business training system)
  - [Facebook.com/IsagenixAustraliaNewZealand](http://Facebook.com/IsagenixAustraliaNewZealand) (Isagenix Corporate page)

☐ (Optional) Set a Date and Time for a Welcome Call
  - Optional: Include an existing Associate on your team with a 3-Way Call
  - Share stories to build support
  - Reassure your New Associate that you are their resource for help and guidance

☐ Include Your New Associate on Social Media and Communications
  - Team Calls (if applicable)
  - Your Team’s Facebook Group (if applicable)
  - Connect on Instagram and Twitter (if applicable)
  - Have your new team member subscribe to the email feed on [ANZ.IsaFYI.com](http://ANZ.IsaFYI.com) or [IsagenixHealth.net](http://IsagenixHealth.net)

☐ STEP 2 - DETERMINE ASSOCIATE’S GOALS - Check all that apply

☐ Weight loss
☐ More energy
☐ Increased performance
☐ Healthy ageing
☐ Wealth creation
☐ Improve digestion
☐ Decrease stress
☐ Eliminate bad habits
☐ Improve lifestyle
☐ Other: __________________________

☐ STEP 3 - INTRODUCE THE ASSOCIATE BACK OFFICE

☐ Introduce the New Associate to their Back Office and replicated website
☐ Log in to your Back Office and click on ‘Help/Tutorials’ on the upper right corner then:
  - Show the New Associate how to join a new member (Tutorial video: ‘Signing up a New Member’)
  - Teach the New Associate how to update Autoship (Tutorial video: ‘Managing Your Autoship’)

☐ STEP 4 - ISABODY CHALLENGE

Share the IsaBody Challenge®, show them [ANZ.IsaBodyChallenge.com](http://ANZ.IsaBodyChallenge.com) and show them how to register via their Back Office

☐ STEP 5 - COMPLETE NEW ASSOCIATE INTERVIEW

Complete the New Associate Interview A (page 4) for all New Associates. Complete the New Associate Interview B (pages 5-6) for those who indicated interest in Wealth Creation in STEP 2.
STEP 6 - REFERRAL MANAGEMENT - Check preferred option

Tell your New Associate: As you begin to reach your goals people will notice and they’ll want to learn more about the Isagenix solutions. You have three options on how you’d like to handle referrals.

- Pass the contact directly to me: If you know you aren’t interested in building a business or selling the products, I would be happy to and appreciate the opportunity to share the solutions with them.
- Learn how to get your products paid for: If you are not sure if you’re interested in building a business with Isagenix, I would be more than happy to show you how your referrals can pay for the products you buy for your personal use.
- Learn how Isagenix can help you earn money: I can show you how to share Isagenix with your referrals so that you can begin to build a residual income.

YOU + 2, THEM + 2 AND THE CRYSTAL PROGRAM

Show ‘YOU+TWO, THEM+2’ video or draw it out.
Briefly explain the Crystal Program to your New Associate then say: Even if you are not interested in the Isagenix business right now, I am obligated to share this information with you because of the specific deadline dates.

JOIN DATE:

Crystal Manager: “YOU+TWO, THEM+2” = $250 USD bonus

(Join date + 30 Days):

Crystal Director: “YOU+TWO, THEM+2” (3x) = $750 USD bonus

(Join date + 90 Days):

Crystal Executive: “YOU+TWO, THEM+2” (5x) = $1,000 USD bonus

(Join date + 180 Days):

STEP 7 - COMMITMENT FORM

Complete the Commitment Form (page 7) for all New Associates who completed Associate Interview B. Once completed please give copy to your New Associate for their reference.
NEW ASSOCIATE INTERVIEW A
(Associate not yet interested in Wealth Creation)

Name: ____________________________________________  ID#: ____________________________________________________________________

1. What is your health goal with Isagenix?

- □ Weight loss
- □ More energy
- □ Increased performance
- □ Healthy ageing
- □ Wealth creation
- □ Enhance mental clarity
- □ Improve digestion
- □ Decrease stress
- □ Eliminate bad habits
- □ Improve lifestyle
- □ Other: __________________________

2. Why do you want to achieve this goal?

________________________________________________________________________________________________________________________________________________________

3. Have you registered for the IsaBody Challenge®?
   a. Yes
   b. No
   If no, visit ANZ.IsaBodyChallenge.com to learn more about the IsaBody Challenge.

4. Who is on your support team?

________________________________________________________________________________________________________________________________________________________

________________________________________________________________________________________________________________________________________________________

________________________________________________________________________________________________________________________________________________________

5. Is there anyone else you would like to join you on your journey to fulfilling your health goal?

   a. ____________________________________________

6. It is my responsibility to show you how you can get your products paid for (show ‘YOU+TWO, THEM+2’ video or draw it out and also show the Crystal Program so they don’t miss out on the opportunity).

   Refer back to New Associate Checklist
NEW ASSOCIATE INTERVIEW B
(Associate interested in Wealth Creation)

Name: __________________________________________ ID#: __________________________________________

1. Imagine the day when time and money are no longer an issue. What will that look like and what will you be doing? How will starting with Isagenix help you achieve your goals?
____________________________________________________________________________________________________________________________________________________

2. How would you rate your level of commitment to your Isagenix business?
(10 being the most committed, 1 being little to no commitment.)
____________________________________________________________________________________________________________________________________________________

3. Why did you rate that level of commitment?
____________________________________________________________________________________________________________________________________________________

4. What attracted you to Network Marketing?
____________________________________________________________________________________________________________________________________________________

5. Who do you know in Network Marketing?
____________________________________________________________________________________________________________________________________________________

6. Who do you know that lives in one of our international markets?
____________________________________________________________________________________________________________________________________________________

7. What was the determining factor that led you to start building your Isagenix business?
____________________________________________________________________________________________________________________________________________________

8. What are your financial goals for the next 30 days? (get your products paid for, cover your car payment every month, etc.)
____________________________________________________________________________________________________________________________________________________

How about the next 60 days?
____________________________________________________________________________________________________________________________________________________

The next 90 days?
____________________________________________________________________________________________________________________________________________________

How about one year from today?
____________________________________________________________________________________________________________________________________________________
9. How many hours a week will you commit to building your team to reach your goals?


10. What do you think will be your biggest obstacles in building your business?


11. What is the best way to contact you? (phone, email, social media, etc.) Please include contact information here:


12. Building a strong network can take time. Will you commit to ordering a minimum of 100 BV each month and dedicate at least one year to your business?  

☐ Yes  ☐ No

13. Where and how do you interact with the most people on a daily basis? (gym, shopping, social events, hobby related activities, work, etc.)


14. Communication is vital. What day and time can we set up a call this week?


15. Attendance at events is a HUGE part of success in this industry. What is the next event you plan to attend?


16. Are you interested in joining the Isabody Challenge®?


Refer back to New Associate Checklist

Income level achievements are dependent upon the individual Associate’s business skills, personal ambition, time, commitment, activity and demographic factors. For average earnings, see the Isagenix Independent Associate Earnings Statement found at IsagenixEarnings.com.
COMMITMENTS

Please give this section to your New Associate.
Please initial

________ I commit to compiling a list of the top 10 people I want to partner with and will discuss this with my support team leader within 48 hours.

________ I commit to pursuing further and continual education to improve my skills as a Network Marketer.

________ I commit to remain focused and work my business for as long as it takes to achieve my goals.

________ I commit to develop and follow my 90-Day Game Plan.

________ I commit to make ________ connections per day and utilise all forms of communication (social media, face-to-face, phone, Launch Parties, Super Saturdays, Opportunity Meetings, etc.).

________ I commit to attending Core Events.

CHECKLIST

1. Lead by example. Start using your Isagenix products and share your progress to start a buzz.

2. Go to ANZ.IsagenixBusiness.com
   • Create the contact list for your most immediate prospects.
   • Click the ‘Start Here’ button
   • Make your ‘Who Do You Know?’ list
   • Learn how to get your products paid for
   • Create interest, post on Facebook, and direct people to ANZ.IsaMovie.com
   • Follow up and share
   • Teach others how to get their products paid for

3. Learn how to share the Compensation Plan. Watch Isagenix leaders for proven techniques and start making your list.
   • YOU+TWO, THEM+2 video with Erik Coover on ANZ.IsagenixBusiness.com
     (Click ‘Start Here’, then ‘Learn How to Get Your Products Paid For’)
   • Maximising the Isagenix Compensation Plan Video on ANZ.IsagenixBusiness.com
     (Click ‘Training’, then under ‘Isagenix Compensation Plan’, watch the ‘How to Maximise the Isagenix Compensation Plan’)
   • Watch the videos on ANZ.IsaMovie.com and bookmark it on your laptop and smartphone to have it readily available to share

4. Get familiar with the products. Visit IsaProductAU.com and IsagenixHealth.net

5. Register for an event at ANZ.IsagenixEvents.com

Personal Leadership Pools
The Director and Executive Leadership Pools

Personal Leadership Pools reward Directors and Executives who continue to build and grow their businesses as represented by consistent Cycle Growth. Isagenix® encourages business builders to accelerate their sphere of influence through incentives within the Director Pool, the Executive Pool and then on to the Team Leadership Pools (2-3 Star, 4-6 Star and 7+ Star).

- **Benchmark** – ‘Net Cycle Benchmark’ – 4-week average of Personal Cycles.
- **Reporting Month** – Assigned 4- or 5-week period for a given Leadership Pool participation period.

### LEADERSHIP POOLS AT A GLANCE

#### Personal Leadership Pools

- **Director Pool**
  - On Autoship
  - Personal Cycles Calculated Only
  - Increase Monthly Cycles by At Least 2 Above Benchmark
  - Share Values Vary Based on Participation

<table>
<thead>
<tr>
<th>Monthly Pool Amount</th>
<th>DIRECTOR POOL</th>
<th>EXECUTIVE POOL</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$75,000 USD</td>
<td>$125,000 USD</td>
</tr>
</tbody>
</table>

- **Lowest Paid-As Rank Maintained Every Day of Commission Week**
  - Director
  - Executive

- **Lifetime Participation**
  - Director: 3 Consecutive Months
  - Executive: 6 Consecutive Months

- **Max. Bonus Amount**
  - **Director**
    - 1 to 5 shares: $500
    - 6 to 10 shares: $1,000
    - 11+ shares: $2,500
  - **Executive**
    - 1 to 5 shares: $500
    - 6 to 10 shares: $1,000
    - 11+ shares: $5,000

#### IMPORTANT:

- You are able to participate in the Director and Executive Pools one time in each pool – with the exception of a re-entry position.
- The first time you maintain Paid-As **Director** for one full commission week and you receive a Director Pool Bonus; your participation within the Director Pool begins and will expire at the end of the **third consecutive month**.
- The first time you maintain Paid-As **Executive** for one full commission week and you receive an Executive Pool Bonus; your participation within the Executive Bonus Pool begins and will expire at the end of the **sixth consecutive month**.

* Share and Bonus Values Subject to Change Each Bonus Period.

Participation details and your own progress within Leadership Pools can be found in your Associate Back Office under the ‘Contests and Promotions’ tab.
Team Leadership Pools
The 2 Star and Above Golden Circle Leadership Pools

Team Leadership Pools reward business building leaders who continue to actively build and grow not only their own personal position, but they also continually support the Team around them, as represented by consistent 4PET Cycle Growth.

- **4PET** – First 4 levels of your personally-enrolled team.
- **Benchmark** – ‘Net Cycle Benchmark’ – 13-week average of personal and 4PET cycles.
- **Reporting Month** – Assigned 4- or 5-week period for a given Leadership Pool participation period.

### LEADERSHIP POOLS AT A GLANCE

<table>
<thead>
<tr>
<th>General</th>
<th>2-3 STAR GOLDEN CIRCLE</th>
<th>4-6 STAR GOLDEN CIRCLE</th>
<th>7+ STAR GOLDEN CIRCLE</th>
</tr>
</thead>
<tbody>
<tr>
<td>On Autoship</td>
<td>4PET: 1 Cycle Personal: 10 Cycles</td>
<td>4PET: 1 Cycle Personal: 20 Cycles</td>
<td></td>
</tr>
<tr>
<td>Unlimited Participation</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Be a Paid-As Executive for at least two full commission weeks</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>20 or more Team Bonus Cycles</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Monthly Cycle Total Greater than Benchmark by:

<table>
<thead>
<tr>
<th></th>
<th>4PET</th>
<th>Personal</th>
</tr>
</thead>
<tbody>
<tr>
<td>2-3 STAR GOLDEN CIRCLE</td>
<td>1 Cycle</td>
<td>10 Cycles</td>
</tr>
<tr>
<td>4-6 STAR GOLDEN CIRCLE</td>
<td>1 Cycle</td>
<td>20 Cycles</td>
</tr>
<tr>
<td>7+ STAR GOLDEN CIRCLE</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Share Values *

<table>
<thead>
<tr>
<th></th>
<th>2-3 STAR GOLDEN CIRCLE</th>
<th>4-6 STAR GOLDEN CIRCLE</th>
<th>7+ STAR GOLDEN CIRCLE</th>
</tr>
</thead>
<tbody>
<tr>
<td>$15</td>
<td>$18</td>
<td>$30</td>
<td></td>
</tr>
</tbody>
</table>

### Max. Bonus Amount Based on 4PET Shares Earned *

<table>
<thead>
<tr>
<th></th>
<th>2-3 STAR GOLDEN CIRCLE</th>
<th>4-6 STAR GOLDEN CIRCLE</th>
<th>7+ STAR GOLDEN CIRCLE</th>
</tr>
</thead>
<tbody>
<tr>
<td>10 to 40 shares</td>
<td>$10,000</td>
<td>$25,000</td>
<td>$125,000</td>
</tr>
<tr>
<td>41 – 100 shares</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>101+ shares</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Max. Bonus Amount Based on Earned Shares *

<table>
<thead>
<tr>
<th></th>
<th>2-3 STAR GOLDEN CIRCLE</th>
<th>4-6 STAR GOLDEN CIRCLE</th>
<th>7+ STAR GOLDEN CIRCLE</th>
</tr>
</thead>
<tbody>
<tr>
<td>10 to 30 shares</td>
<td>$10,000</td>
<td>$25,000</td>
<td>$125,000</td>
</tr>
<tr>
<td>31 to 50 shares</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>51+ shares</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>20 to 40 shares</td>
<td>$10,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>41 to 60 shares</td>
<td>$25,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>60+ shares</td>
<td>$125,000</td>
<td></td>
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</tr>
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### Special Promotion for First Qualified 3 Consecutive Months on Personal Shares

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<tr>
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<th>2-3 STAR GOLDEN CIRCLE</th>
<th>4-6 STAR GOLDEN CIRCLE</th>
<th>7+ STAR GOLDEN CIRCLE</th>
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<tr>
<td>15 to 20 shares - 2x Bonus (cap $5,000)</td>
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<tr>
<td>20+ shares - 3x Bonus (cap $10,000)</td>
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</tbody>
</table>

* Share and Bonus Values Subject to Change Each Bonus Period.

Participation details and your own progress within Leadership Pools can be found in your Associate Back Office under the ‘Contests and Promotions’ tab.
Gain the education, experience and belief you need to become a powerful, professional Network Marketer. Events provide you with the tools, training and resources to help you achieve your goals and become a successful leader. Attend events throughout the year to continue your leadership development.

For information on all of the events listed, please visit ANZ.IsagenixEvents.com.
Experience the Isagenix culture firsthand. This epic, can’t-miss event will give you a taste of what Isagenix is truly about. Featuring training from top leaders, new products and exciting promotions, this annual flagship event is sure to leave you pumped and motivated to start or propel your Isagenix business and break through to incredible new heights.

Isagenix University is your opportunity to experience the Isagenix culture in an intimate, two-day conference. Learn about our no-compromise products, as well as strategies to help grow your business.

Isagenix Strategic Training Consultants like David T.S. Wood will help you establish the mindset and skills to become a professional Network Marketer. Experience hands-on training from the masters on how to prospect, enrol and build a successful team.

TO REGISTER FOR THESE POWERFUL EVENTS, VISIT ANZ.ISAGENIXEVENTS.COM.
90-DAY GAME PLAN

Healthy Aging
Weight Loss
Energy & Performance

HOW TO REGISTER

The IsaBody Challenge is open all year round so you can register at any time!
The day you register will determine your competition challenge period.
Visit your Back Office for Challenge dates and judging periods.

1. Log in to your Back Office.
2. Select the ‘Contests and Promotions’ tab.
3. Scroll to IsaBody Challenge and select ‘View Contest’.
4. Click ‘Start a new Challenge’.
5. Enter your information and upload your four ‘Before’ photos.

Registration now available on mobile devices and tablets.

GRAND PRIZE
- $10,000 AUD
- Return trip to USA for Celebration 2016

CATEGORY PRIZES
- $3,000 AUD cash and 2016 National Celebration in Brisbane (Grand Prize Announcement)
- Makeover and professional photo shoot

PEOPLE’S CHOICE AWARD
- $1,000 AUD cash

HONOURABLE MENTIONS
- $500 AUD product coupon

TRANSFORMATION OF THE MONTH
- $100 AUD product coupon

PLUS
- Complete the Challenge and receive a Prize Pak for your efforts

“\textit{I wake with energy and purpose and look forward to my daughter calling out to me at 6am. I am now becoming the father I had hoped to be.}”

JUSTIN R.
Grand Prize Winner
Released 11 kg

GRAND PRIZE

\begin{itemize}
\item $10,000 AUD
\item Return trip to USA for Celebration 2016
\end{itemize}

CATEGORY PRIZES

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TRANSFORMATION OF THE MONTH

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\end{itemize}

PLUS

\begin{itemize}
\item Complete the Challenge and receive a Prize Pak for your efforts
\end{itemize}

ANZ.ISABODYCHALLENGE.COM
WELCOME to ISAGENIX
Solutions to Transform Lives™

PRESIDENT’S PAK
Get a jumpstart on achieving your best success with this great value Pak. The ultimate business-building Pak includes our flagship 30-Day Nutritional Cleansing Program along with additional performance, healthy ageing and nutritional products.

• One 30-Day Nutritional Cleansing Program

PLUS
• 1 IsaBlender • 30-Day Program Guide
• 12 Month Membership • One $25 Event Coupon

Autoship price: $577.51 / $19.25 per day / 338 BV

30-Day Starter Pak
Autoship price: $449.90 / $15.00 per day / 236 BV

PLUS • 1 IsaBlender • 30-Day Program Guide
• 12 Month Membership • One $25 Event Coupon

30-Day Nutritional Cleansing Program
Autoship price: $358.59 / $11.95 per day / 222 BV

PLUS • 30-Day Program Guide

Energy & Performance President’s Pak
Autoship price $588.50 / $19.62 per day / 344 BV

PLUS • 1 IsaBlender • 30-Day Program Guide
• 12 Month Membership • One $25 Event Coupon

Energy & Performance PRO Pak
Autoship price: $357.51 / $11.92 per day / 221 BV

PLUS • 30-Day Program Guide

Business Builder Pak
Autoship Price $707.29
$23.58 per day
423 BV

PLUS
• 1 IsaBlender
• 30-Day Program Guide
• 12 Month Membership
• One $25 Event Coupon

POPPULAR ADD-ONS

IsaLean™ Bars
$35 / 22 BV

e+ Shot
$23 / 14 BV

IsaDelight™
$45 / 28 BV

Greens™
$49 / 30 BV

Want More Energy™
$25 / 15 BV

ISAGENIX VS HEART-HEALTHY DIET
The University of Illinois at Chicago conducted a 10-week study comparing Isagenix to a well-established heart-healthy diet. The results:

SOURCE: Klempel et al. Intermittent fasting combined with calorie restriction is effective for weight loss and cardio-protection in obese women’ 2012 Nutrition Journal

Prices shown in local currency.

AU

90-DAY GAME PLAN - 44
Your first step to a new lifestyle

Be sure to visit IsaProductAU.com and ANZ.IsagenixBusiness.com for product and business tools and resources.

Enrolment Sponsor Details
Name ____________________________________________
Phone ____________________________________________
Isagenix replicated website ____________________________
Email address ______________________________________

Visit your Enrolment Sponsor’s Official Isagenix Website and follow the prompts to complete your membership. Become an Associate to save $25 on your annual membership, access Rewards pricing and get scheduled delivery of your favourite Paks and products.

DISCOVER THE CONVENIENCE OF AUTOSHIP REWARDS!

• Your order is automatically processed and shipped to you approximately every 30 days
• Your order is customisable and can be changed each month to suit your needs
• Discover Rewards pricing, up to 10% lower than wholesale
• Eligibility for exclusive promotions and competitions

Product Preferences (please tick boxes)
Essentials:  □ Men  □ Women
IsaLean Shake/IsaLean PRO*:  □ Chocolate  □ Vanilla
IsaLean Shake Container*:  □ Canister  □ Packets
Ionix Supreme:  □ Powder  □ Liquid
IsaLean Bars:  □ Chocolate Decadence  □ Chocolate Cream Crisp  □ Natural Oatmeal Raisin

* Pricing will vary depending on option chosen.

Pak Order Selection (Write your Pak type here)
Initial Pak: ____________________________
Autoship Pak: ____________________________

WANT TO HAVE YOUR PRODUCTS PAID FOR?
Talk to your enrolment sponsor to find out how earning income to pay for your products simply starts with sharing Isagenix with two friends

1. YOU
2. YOU + TWO

Your Details
Name ____________________________________________ Phone ____________________________ Email ____________________________

□ Associate  □ Preferred Customer
Interest/s  □ Weight Loss  □ Energy & Performance  □ Healthy Ageing  □ Wealth Creation

SIGN UP FOR THE ISABODY CHALLENGE!

This 16-Week Challenge is exclusive to Isagenix members and provides the perfect motivation to transform your body and lifestyle. With a variety of cash and prizes up for grabs – the Grand Prize includes $10,000 cash! – the IsaBody Challenge also provides plenty of support and tools to ensure you succeed. What are you waiting for? Start your Challenge today!

Weight-loss results may vary. In a recent study, participants averaged a weight loss of 3.2 kilos in the first nine days of the Isagenix® Nutritional Cleansing Program. Always consult your physician before making any dietary changes or starting any nutrition, weight control or exercise program.

Enrolment Sponsor to tear off and keep

Damien F.
52.9 kg released

Your Details
Name ____________________________________________ Phone ____________________________ Email ____________________________

□ Associate  □ Preferred Customer
Interest/s  □ Weight Loss  □ Energy & Performance  □ Healthy Ageing  □ Wealth Creation

90-DAY GAME PLAN - 45
The University of Illinois at Chicago conducted a 10-week study comparing Isagenix to a well-established heart-healthy diet. The results:

**SOURCE:** Klempel et al. ‘Intermittent fasting combined with calorie restriction is effective for weight loss and cardio-protection in obese women’ 2012 *Nutrition Journal* 11:98

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**Solutions to Transform Lives™**

---

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- One 30-Day Nutritional Cleansing Program
- **PLUS**
  - 1 IsaBlender
  - 30-Day Program Guide
  - 12 Month Membership
  - One $25 Event Coupon

**Autoship price: $694.62 / $23.15 per day / 316 BV**

---

**30-Day Starter Pak**

- Autoship price: $532.45 / $17.75 per day / 219 BV
- **PLUS**
  - 1 IsaBlender
  - 30-Day Program Guide
  - 12 Month Membership
  - One $25 Event Coupon

---

**Energy & Performance President’s Pak**

- Autoship price $696.91 / $23.23 per day / 317 BV
- **PLUS**
  - 1 IsaBlender
  - 30-Day Program Guide
  - 12 Month Membership
  - One $25 Event Coupon

---

**Energy & Performance PRO Pak**

- Autoship price: $431.26 / $14.38 per day / 204 BV
- **PLUS**
  - 1 IsaBlender
  - 30-Day Program Guide

---

**Business Builder Pak**

- Autoship price $854.46
  - $28.48 per day
  - 396 BV
- **PLUS**
  - 1 IsaBlender
  - 30-Day Program Guide
  - 12 Month Membership
  - One $25 Event Coupon

---

**POPULAR ADD-ONS**

- **IsaLean™ Bars**
  - $46 / 22 BV
- **e+ Shot**
  - $29 / 14 BV
- **IsaDelight™**
  - $55 / 26 BV
- **Greens™**
  - $61.85 / 29 BV
- **Want More Energy™**
  - $32 / 15 BV

---

Prices shown in local currency.

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- Your order is customisable and can be changed each month to suit your needs
- Discover Rewards pricing, up to 10% lower than wholesale
- Eligibility for exclusive promotions and competitions

Product Preferences (please tick boxes)

Essentials:  
- Men  
- Women
- Chocolate  
- Vanilla
- Canister  
- Packets
- Powder  
- Liquid
- Chocolate Decadence  
- Chocolate Cream Crisp  
- Natural Oatmeal Raisin

IsaLean Shake/IsaLean PRO*:  
- Men  
- Women
- Chocolate  
- Vanilla
- Canister  
- Packets
- Powder  
- Liquid
- Chocolate Decadence  
- Chocolate Cream Crisp  
- Natural Oatmeal Raisin

Ionix Supreme:  
- Men  
- Women
- Chocolate  
- Vanilla
- Canister  
- Packets
- Powder  
- Liquid
- Chocolate Decadence  
- Chocolate Cream Crisp  
- Natural Oatmeal Raisin

IsaLean Bars:  
- Men  
- Women
- Chocolate  
- Vanilla
- Canister  
- Packets
- Powder  
- Liquid
- Chocolate Decadence  
- Chocolate Cream Crisp  
- Natural Oatmeal Raisin

* Pricing will vary depending on option chosen.

Pak Order Selection (Write your Pak type here)

Initial Pak: ________________________________
Autoship Pak: ________________________________

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1. YOU
2. YOU + TWO

Friend 1
Friend 2

Enrolment Sponsor to tear off and keep

Your Details

Name ________________________________ Phone ________________________________ Email ________________________________

- Associate  
- Preferred Customer
Interest/s  
- Weight Loss  
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- Healthy Ageing  
- Wealth Creation

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YOUNG PEOPLE. EXTRAORDINARY LIVES.

START

#STARTYOURLIFE

StartYourLife.com
DREAM, ACHIEVE, CELEBRATE,
REPEAT

NEXT STEPS

#90DayGP
“It’s important to take consistent and persistent action toward attaining a written goal, and when you reach that goal, always have another one in mind and go get it.”

-HERB C.
ISAGENIX MILLIONAIRE
YOUR 90-DAY GAME PLAN

Name:

90-DAY GAME PLAN

Start Date:

End Date:

90-DAY GOAL

My 90-day goal is to:

I commit to helping ______ people join during the first 6 weeks of my 90-Day Game Plan.

90-DAY GAME PLAN

To accomplish this I will focus on the 4 key areas:

<table>
<thead>
<tr>
<th>Prospecting</th>
<th>Leadership Development</th>
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<tbody>
<tr>
<td>Order Basket</td>
<td>Retention</td>
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</tbody>
</table>

I personally commit to the 90-Day Game Plan and will build my business

[ ] Full-time  or  [ ] Part-time

(circle one)

Signature

Make a copy of this page and send to your support team.

Having trouble figuring out how to spend your time? Try a Power Hour! Accomplish the following in 1 hour:

• Do your daily Healthy Mind and Body Activity
• Add 3 new people to your contact list
• Send 5 text messages to people from your contact list
• Schedule 2 follow up appointments for next week
• Invite 3 people to your launch party
• Post on social media to create interest
YOUR HEALTH:
Eat It, Love It, Share it!

WEEK 1 GOAL:
Share the Isagenix® Lifestyle Solutions with someone new this week.

90-DAY GAME PLAN WEEKLY ACCOUNTABILITY, WEEK 1

In week 1...
• How many calls did you make?
• How many people did you share Isagenix with?
• How many 3-Way follow up calls did you make?
• Did you host a conference call with your team?
• Do you have a Launch Party planned?
• How many people did you teach ‘YOU+TWO, THEM+2’ to?
• How many hours did you devote to personal development?
• How many people signed up for the IsaBody Challenge®?
• Did you check in with your IsaDerby Team?

Week 1: How many new people did you share the Isagenix Lifestyle Solutions with throughout the week?

☐ New Members joined the team

☐ Members advanced in rank
FREE TO BE ME

WEEK 2 GOAL:
Think about your ultimate dream and what you would do if time and money were not a factor. Share this dream with someone this week.

90-DAY GAME PLAN WEEKLY ACCOUNTABILITY, WEEK 2

In week 2...

• How many calls did you make? .................................................................

• How many people did you share Isagenix® with? ...........................................

• How many 3-Way follow up calls did you make? ..............................................

• Did you host a conference call with your team? ..............................................

• Do you have a Launch Party planned? ...............................................................

• How many people did you teach ‘YOU+TWO, THEM+2’ to? ............................

• How many hours did you devote to personal development? ..........................

• How many people signed up for the IsaBody Challenge®? ...........................

• Did you check in with your IsaDerby Team? ......................................................

Week 2: What was your ultimate dream and how many people did you share your dream with?

☐ New Members joined the team

☐ Members advanced in rank
LEADING TODAY, IMPROVING TOMORROW.

WEEK 3 GOAL:
Push the status quo and do something you’ve never done before.

90-DAY GAME PLAN WEEKLY ACCOUNTABILITY, WEEK 3

In week 3...

• How many calls did you make? .................................................................

• How many people did you share Isagenix® with? ...........................................

• How many 3-Way follow up calls did you make? ...........................................

• Did you host a conference call with your team? ...........................................

• Do you have a Launch Party planned? ...........................................................

• How many people did you teach ‘YOU+TWO, THEM+2’ to? ......................

• How many hours did you devote to personal development? .......................%

• How many people signed up for the IsaBody Challenge®? .........................

• Did you check in with your IsaDerby Team? .................................................

Week 3: Did you push the status quo this week? What was your experience?

New Members joined the team

Members advanced in rank
COUNT ON ME.

WEEK 4 GOAL:
Lend a hand to someone who needs support this week.

90-DAY GAME PLAN WEEKLY ACCOUNTABILITY, WEEK 4

In week 4...

• How many calls did you make? .................................................................
• How many people did you share Isagenix® with? ...........................................
• How many 3-Way follow up calls did you make? ...........................................
• Did you host a conference call with your team? ............................................
• Do you have a Launch Party planned? ...........................................................
• How many people did you teach ‘YOU+TWO, THEM+2’ to? ...........................
• How many hours did you devote to personal development? ...........................
• How many people signed up for the IsaBody Challenge®? ............................
• Did you check in with your IsaDerby Team? .................................................

Week 4: How did you support someone this week?

☐ New Members joined the team

☐ Members advanced in rank
GIVE BACK. MOVE FORWARD.

WEEK 5 GOAL:
Do something to contribute to your community this week.

90-DAY GAME PLAN WEEKLY ACCOUNTABILITY, WEEK 5

In week 5...
• How many calls did you make? .................................................................
• How many people did you share Isagenix® with? ...................................
• How many 3-Way follow up calls did you make? ....................................
• Did you host a conference call with your team? .....................................
• Do you have a Launch Party planned? ....................................................
• How many people did you teach ‘YOU+TWO, THEM+2’ to? ..............
• How many hours did you devote to personal development? ................
• How many people signed up for the IsaBody Challenge®? ...................
• Did you check in with your IsaDerby Team? .........................................

Week 5: How did you contribute to your community this week?

☐ New Members joined the team

☐ Members advanced in rank
**NEXT STEPS**

**GRATITUDE**

**GRATITUDE IS OUR ATTITUDE**

**WEEK 6 GOAL:**
Every day, think about what you’re grateful to have in your life, then share that gratitude with someone.

90-DAY GAME PLAN WEEKLY ACCOUNTABILITY, WEEK 6

**In week 6...**

- How many calls did you make?
- How many people did you share Isagenix® with?
- How many 3-Way follow up calls did you make?
- Did you host a conference call with your team?
- Do you have a Launch Party planned?
- How many people did you teach ‘YOU+TWO, THEM+2’ to?
- How many hours did you devote to personal development?
- How many people signed up for the IsaBody Challenge®?
- Did you check in with your IsaDerby Team?

**Week 6: How many people did you share your gratitude with this week?**

- New Members joined the team
- Members advanced in rank
DREAM, ACHIEVE, CELEBRATE, REPEAT.

WEEK 7 GOAL:
Set a short-term and long-term goal and share it with someone to hold you accountable.

90-DAY GAME PLAN WEEKLY ACCOUNTABILITY, WEEK 7

In week 7...

• How many calls did you make? ..........................................................................................................................

• How many people did you share Isagenix® with? ...........................................................................................................

• How many 3-Way follow up calls did you make? ............................................................................................................

• Did you host a conference call with your team? ...........................................................................................................

• Do you have a Launch Party planned? ........................................................................................................................

• How many people did you teach ‘YOU+TWO, THEM+2’ to? ............................................................................................

• How many hours did you devote to personal development? ............................................................................................

• How many people signed up for the IsaBody Challenge®? ............................................................................................

• Did you check in with your IsaDerby Team? ....................................................................................................................

Week 7: What short-term and long-term goals did you set for yourself?

☐ New Members joined the team

☐ Members advanced in rank
NEXT STEPS

PURPOSE

THE STRONGER THE ‘WHY’, THE HIGHER YOU FLY

WEEK 8 GOAL:
Create or revisit your ‘Why’. Share your ‘Why’ with someone this week.

90-DAY GAME PLAN WEEKLY ACCOUNTABILITY, WEEK 8

In week 8...
• How many calls did you make? .................................................................
• How many people did you share Isagenix® with? ...........................................
• How many 3-Way follow up calls did you make? ...........................................
• Did you host a conference call with your team? ...........................................
• Do you have a Launch Party planned? ...........................................................
• How many people did you teach ‘YOU+TWO, THEM+2’ to? ......................
• How many hours did you devote to personal development? .......................  
• How many people signed up for the IsaBody Challenge®? ...........................
• Did you check in with your IsaDerby Team? ..............................................

Week 8: How many people did you share your ‘Why’ with this week?

☐ New Members joined the team
☐ Members advanced in rank
GROW YOURSELF; EXPAND YOUR WORLD

WEEK 9 GOAL:
Reflect on the past 8 weeks. Notice any transformations you have experienced or seen in someone else. Share your experience or observations with others.

90-DAY GAME PLAN WEEKLY ACCOUNTABILITY, WEEK 9

In week 9...

- How many calls did you make?

- How many people did you share Isagenix® with?

- How many 3-Way follow up calls did you make?

- Did you host a conference call with your team?

- Do you have a Launch Party planned?

- How many people did you teach ‘YOU+TWO, THEM+2’ to?

- How many hours did you devote to personal development?

- How many people signed up for the IsaBody Challenge®?

- Did you check in with your IsaDerby Team?

**Week 9:** What transformations did you notice? How many people did you share these transformations/observations with?

- [ ] New Members joined the team
- [ ] Members advanced in rank
LEADERS GROW HERE.

WEEK 10 GOAL:
Give someone some extra recognition this week for their successes and hard work.

90-DAY GAME PLAN WEEKLY ACCOUNTABILITY, WEEK 10

In week 10...

- How many calls did you make?
- How many people did you share Isagenix® with?
- How many 3-Way follow up calls did you make?
- Did you host a conference call with your team?
- Do you have a Launch Party planned?
- How many people did you teach ‘YOU+TWO, THEM+2’ to?
- How many hours did you devote to personal development?
- How many people signed up for the IsaBody Challenge®?
- Did you check in with your IsaDerby Team?

Week 10: How many people did you recognise this week and why?

☐ New Members joined the team
☐ Members advanced in rank
NEXT STEPS

FUN

LIVE, LOVE AND LAUGH OUT LOUD

WEEK 11 GOAL:
Take some time to do something FUN this week with your team, family or friends.

90-DAY GAME PLAN WEEKLY ACCOUNTABILITY, WEEK 11

In week 11...
- How many calls did you make?
- How many people did you share Isagenix® with?
- How many 3-Way follow up calls did you make?
- Did you host a conference call with your team?
- Do you have a Launch Party planned?
- How many people did you teach ‘YOU+TWO, THEM+2’ to?
- How many hours did you devote to personal development?
- How many people signed up for the IsaBody Challenge®?
- Did you check in with your IsaDerby Team?

Week 11: What did you do this week to have FUN?

☐ New Members joined the team

☐ Members advanced in rank
ONE COMPANY. ONE TEAM. ONE FAMILY.

WEEK 12 GOAL:
Develop your team’s unity by doing a team building activity. Plan an activity with your close family and friends.

90-DAY GAME PLAN WEEKLY ACCOUNTABILITY, WEEK 12

In week 12...

• How many calls did you make?

• How many people did you share Isagenix® with?

• How many 3-Way follow up calls did you make?

• Did you host a conference call with your team?

• Do you have a Launch Party planned?

• How many people did you teach ‘YOU+TWO, THEM+2’ to?

• How many hours did you devote to personal development?

• How many people signed up for the IsaBody Challenge®?

• Did you check in with your IsaDerby Team?

Week 12: What activity did you do to develop your team/family? What were the outcomes of these activities?

☐ New Members joined the team

☐ Members advanced in rank
90-DAY GAME PLAN – 65

BRISBANE 31 MARCH – 3 APRIL 2016
BRISBANE CONVENTION & EXHIBITION CENTRE

Purchase tickets in your Back Office now

PRIMARY COLORS
RGB: 244 182 26
#F4B61A
CMYK: 3 100 13 1

SECONDARY COLORS
RGB: 80 196 203
#50C4CB
CMYK: 62 0 22 0
RGB: 217 22 111
#D9166F
CMYK: 10 100 30 0
RGB: 172 215 243
#ACD7F3
CMYK: 30 4 0 0

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