

Name: \_\_\_\_\_

MY NEXT  
**90 DAYS**



Our vision is to  
**impact world health**  
and **free people** from  
physical and financial  
pain, and in the process,  
create the **most trusted**  
and **respected** health  
and wellness **company**  
in the world.

The logo for ISAGENIX, featuring a stylized human figure with arms raised above the letter 'A', followed by the word 'ISAGENIX' in a bold, sans-serif font with a registered trademark symbol.

# HOW TO BUILD YOUR NEXT 90-DAYS

## STEP 1: 90-DAY & 30-DAY GOALS

Set your stretch goals for the next 90 days! What do you want to achieve with Isagenix? Both physically and financially, now is the time to put pen to paper and commit to your goals!

Don't worry — to help keep this big goal manageable, you will set smaller goals for each 30-day sprint to see how you can work each month toward your dreams.

## STEP 2: WEEKLY ACTIVITIES

Each week, you should be building your business by performing tasks in the following areas: connecting, presenting, and teaching or training. Schedule your week to include activities from each area.

## STEP 3: IDEAL WEEK

We are all busy — we get it! With so many different things demanding your time and attention, it can be hard to identify when you actually have time to build your business. Use this to outline which hours you have commitments (work, kid functions, etc.) where you cannot build your Isagenix business and identify pockets of time where you can build your business each week. After you've outlined your ideal week, you will use this to schedule income-producing activities each week of your 30-day and 90-day plan.

## STEP 4: 60-MINUTES A DAY

Have 60 minutes to work on your business today? Here are some quick tasks you can do in 60 minutes to focus on your business. Plan these out each week to keep yourself focused on these income-producing activities.

## STEP 5: LEADER IN ACTION

Fill out your Leader in Action worksheet each week to track how you're performing. This will help you stay accountable and on track to meet your goals. Based on the numbers you see on this sheet, you should know where you need to focus your work next week!

## REPEAT!

Repeat this process for the remainder of the 90 days to keep working toward the goals you've set for the next 30 days and 90 days.

# MY NEXT 90-DAYS

## Goal Setting

Over the next 90 days:

1. I will share the Isagenix story \_\_\_\_\_ times a day for \_\_\_\_\_ days a week.
2. I will enroll \_\_\_\_\_ people per month with an Isagenix System or Pack.
3. I will earn the Team Builders Club in the following months (select all that apply):  
 February       March       April       May

### HINT:

Team Builders Club is a promotion where you can earn free product for helping new Customers get started with Isagenix. Enroll two new Members in one calendar month, and receive select products for FREE! Enroll five new Members in one calendar month, and receive two free products! Learn more at [IsagenixBusiness.com/Promotions](http://IsagenixBusiness.com/Promotions).

4. I will spend \_\_\_\_\_ hours a day for \_\_\_\_\_ days a week on my Isagenix business.

This should be time spent on income-producing activities, such as starting a new Member with an Isagenix System, sharing the Isagenix story, and helping a new business partner get started.

5. My New Year's resolution is to: \_\_\_\_\_  
\_\_\_\_\_

6. My recognition rank will be \_\_\_\_\_ within 90 days (by May 28, 2020).

### HINT:

**Consultant** 0-1 Personally Enrolled Consultants

**Manager** 2-5 Personally Enrolled Consultants

The average Manager/Crystal Manager develops 1 Consultant for every 5.2 enrollments.\*

**Director** 6-9 Personally Enrolled Consultants

The average Director/Crystal Director develops 1 Consultant for every 4.7 enrollments.\*

**Executive** 10+ Personally Enrolled Consultants

The average Executive/Crystal Executive develops 1 Consultant for every 4.1 enrollments.\*

7. I will Cycle \_\_\_\_\_ times per week by May 28, 2020.

### HINT:

Paid-As Consultants and above are eligible to earn Cycles through product sales in their Sales Team. When you accumulate 300 BV on one side of your sales team and 600 BV on the other side, you earn a Cycle. An Associate can earn multiple Cycles every day and up to 250 Cycles per week. For more information, visit Page 52.

8. When I achieve my goal by May 28, 2020, I will feel \_\_\_\_\_  
\_\_\_\_\_

9. When I achieve my goal by May 28, 2020, I will celebrate by \_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\*Information provided for reference purposes only. Individual results may vary. Isagenix Independent Associates earn compensation based on sales volume and are not required to enroll or develop any number of Consultants to be eligible to participate in the Isagenix Team Compensation Plan. Based on lifetime statistics for all Associates across all markets whose highest recognition rank achieved is Manager. Calculated by comparing the total number of enrolled Customers that achieved a recognition rank of Consultant or above to the total number of enrolled Customers over the lifetime of each account. Customers that did not create an account or did not purchase membership with Isagenix are not included in this calculation. Requirements to achieve Manager recognition status may vary by country. Information accurate as of Feb. 4, 2019.

# WEEKLY ACTIVITIES OUTLINE

Each week, you should be doing at least one of the following activities to create new connections, present the Isagenix opportunity, and retain and rank advance your team:

## CONNECTING

- Reach out to an old friend
- Find a new friend on social media
- Talk to someone in line for coffee, at the checkout, etc.
- Talk to someone new at the gym
- Follow up with someone you've spoken to about Isagenix
- Add new people to your list
- Ask for referrals from existing Customers
- Ask someone to take a look at Isagenix on social media

## PRESENTING

- Host an in-home event
- Present Isagenix in a coffee shop
- Have a three-way call with your prospective new Customer and your support team
- Send a prospective new Customer "The Isagenix Advantage" video
- Host a Super Saturday

## TEACHING OR TRAINING

- Cheer on a new product user
- Post on your team Facebook page
- Review You Share, They Share with a new Isagenix Independent Associate
- Open the box calls with new Customers
- Help a new Associate on a three-way call with one of their prospective new Customers
- Develop your team's map to Crystal Executive
- Three-way calls with your team members
- Help your team member enroll someone new

**For more ideas about income-producing activities,** join our Isagenix Business Canada Facebook group: [Facebook.com/groups/IsagenixBusinessCanada](https://www.facebook.com/groups/IsagenixBusinessCanada).

# IDEAL WEEK

Use this page to identify the blocks of time available in your calendar to build your business. This will help you maximize your productivity by committing to exactly when you will spend time focusing on income-producing activities.

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MORNING	5 AM - 6 AM	Isagenix payday!						
	6 AM - 7 AM							
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## CONNECTING

Goal \_\_\_\_\_

Achieved \_\_\_\_\_

## PRESENTING

Goal \_\_\_\_\_

Achieved \_\_\_\_\_

## TEACHING OR TRAINING

Goal \_\_\_\_\_

Achieved \_\_\_\_\_

# 60-A-DAY CHECKLIST

Let's say you only have an hour each day to work on your business. Here are a list of various business-building activities and about how long they should take you to complete. Use this guide to fill the pockets of your time with actions to get you closer to your goals.

## PRESENTING

(30 minutes)

Present the Isagenix opportunity to someone new! Ask your support team to join you on a three-way call with a potential new Customer to show them what's possible with Isagenix. (Schedule this time with them in advance to make sure they're available.) Call someone you know who could use this opportunity, and share Isagenix with them. Don't have someone to present to? Ask your support team or a friend or family member to let you practice presenting with them!

## SOCIAL MEDIA POST

(5 minutes)

Facebook, Instagram, Stories! Share your story, highlight someone else's, how are the products helping you today, how is the income helping you, shout out a happy product user, provide value, engage your network, walk through your day using products, share your results, demonstrate the freedom the Isagenix Team Compensation Plan can provide. Your stories are your reality show, your posts are your highlights.

## TEAM FACEBOOK PAGE

(5 minutes)

Comment on a post, answer a question, cheer on, post about a product you're loving, welcome a new Customer or Isagenix Independent Associate, provide value.

## 3 x 3 x 3 OR 5 x 5 x 5

(15 or 25 minutes)

### 3 OR 5 NEW REACH-OUTS

Make brand-new connections about life, about Isagenix, about their social posts, etc.

### 3 OR 5 FOLLOW-UPS

Reach back out to three people you've already touched before.

### 3 OR 5 POUR GREATNESS

Cheer someone on, love on them, encourage them, and be kind whether they're on your team or not.

## CUSTOMER OR ASSOCIATE CHECK-IN

(5 minutes)

Text your Customers or Associates to ask how they're doing, voice message a product user to cheer them on during a Cleanse Day, check in with a business builder to see where they need help, ask a teammate if they know anyone who wants to join them, show someone You Share, They Share, etc.

# LEADER IN ACTION

The information on this worksheet is intended to help Associates track key business-building metrics. The formulas and calculations on this worksheet may differ from Leader in Action points calculated for promotions and other incentives. For more information, refer to the Contests & Promotions tab in your Back Office.

MONTH OF \_\_\_\_\_

CYCLE BENCHMARK \_\_\_\_\_

Week Ending	Personal Cycle Growth (+ or -)	# of Personal Enrollments	Personally Enrolled Rank Advancements	# of Weeks Active at Executive	
1					
2					
3					
4					
5					
<b>TOTAL POINTS</b>		<b>X</b>		<b>X</b>	<b>X</b>
					<b>=</b>
		(Maximum of 5)			<b>TOTAL SCORE</b>

## NOTES:

- 1. Personal Cycle Growth:** Personal Cycle Growth = Actual number of Cycles - Cycle Benchmark  
(Record the difference. The number could be either positive or negative for the week.)
- 2. Number of Personal Enrollments:** You are only allowed to count a maximum of five enrollments for the month.
- 3. Personally Enrolled Rank Advancements:** Each advancement earns points based upon the NEW rank as follows:
  - Consultant: 1 point
  - Manager: 2 points
  - Director: 3 points
  - Executive: 4 points
  - Executives who advance in stars: 4 points
 (Add all the numbers up, and record the total number of points for all advancements.)
- 4. Number of weeks active at Executive or higher rank:** For example, if you began the month at Executive, this would be the number of weeks you maintained an active rank of Executive.



# MY NEXT 30-DAY

## Goal Setting

Over the next 30 days:

1. I will share the Isagenix story \_\_\_\_\_ times a day for \_\_\_\_\_ days a week.
2. I will enroll \_\_\_\_\_ people per month with an Isagenix System or Pack.
3. I will earn the Team Builders Club in this month by:
  - 2 Enrollments
  - 5 Enrollments
4. I will spend \_\_\_\_\_ hours a day for \_\_\_\_\_ days a week on my Isagenix business.

This should be time spent on income-producing activities, such as starting a new Member with an Isagenix System, sharing the Isagenix story, and helping a new business partner get started.

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6. My recognition rank will be \_\_\_\_\_ within 30 days (by May 28, 2020).
7. I will Cycle \_\_\_\_\_ times per week by May 28, 2020.

## HINT:

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## CONNECTING

Goal .....

Achieved .....

## PRESENTING

Goal .....

Achieved .....

## TEACHING OR TRAINING

Goal .....

Achieved .....

Fill in this table with all the activities you need to focus on this week. These activities will be your focus during the hour each day you have committed to working your business.

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**CONNECTING**

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NOTES:


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	6 AM - 7 AM							
	7 AM - 8 AM							
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	9 PM - 10 PM							
	10 PM - 11 PM							
	11 PM - 12 PM							Commission week ends at 11:59 p.m. ET.

## CONNECTING

Goal .....

Achieved .....

## PRESENTING

Goal .....

Achieved .....

## TEACHING OR TRAINING

Goal .....

Achieved .....



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**TEACHING OR TRAINING**

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NOTES:


# LEADER IN ACTION

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MONTH OF \_\_\_\_\_

CYCLE BENCHMARK \_\_\_\_\_

Week Ending	Personal Cycle Growth (+ or -)	# of Personal Enrollments	Personally Enrolled Rank Advancements	# of Weeks Active at Executive	
1					
2					
3					
4					
5					
<b>TOTAL POINTS</b>		<b>X</b>		<b>X</b>	<b>X</b>
					<b>=</b>
		(Maximum of 5)			<b>TOTAL SCORE</b>

## NOTES:

- 1. Personal Cycle Growth:** Personal Cycle Growth = Actual number of Cycles - Cycle Benchmark  
(Record the difference. The number could be either positive or negative for the week.)
- 2. Number of Personal Enrollments:** You are only allowed to count a maximum of five enrollments for the month.
- 3. Personally Enrolled Rank Advancements:** Each advancement earns points based upon the NEW rank as follows:
  - Consultant: 1 point
  - Manager: 2 points
  - Director: 3 points
  - Executive: 4 points
  - Executives who advance in stars: 4 points
 (Add all the numbers up, and record the total number of points for all advancements.)
- 4. Number of weeks active at Executive or higher rank:** For example, if you began the month at Executive, this would be the number of weeks you maintained an active rank of Executive.

# MY NEXT 30-DAY

## Goal Setting

Over the next 30 days:

1. I will share the Isagenix story \_\_\_\_\_ times a day for \_\_\_\_\_ days a week.
2. I will enroll \_\_\_\_\_ people per month with an Isagenix System or Pack.
3. I will earn the Team Builders Club in this month by:
  - 2 Enrollments
  - 5 Enrollments
4. I will spend \_\_\_\_\_ hours a day for \_\_\_\_\_ days a week on my Isagenix business.

This should be time spent on income-producing activities, such as starting a new Member with an Isagenix System, sharing the Isagenix story, and helping a new business partner get started.

5. My New Year's resolution is to: \_\_\_\_\_  
\_\_\_\_\_
6. My recognition rank will be \_\_\_\_\_ within 30 days (by May 28, 2020).
7. I will Cycle \_\_\_\_\_ times per week by May 28, 2020.

## HINT:

**Consultant** 0-1 Personally Enrolled Consultants

**Manager** 2-5 Personally Enrolled Consultants

The average Manager/Crystal Manager develops 1 Consultant for every 5.2 enrollments.\*

**Director** 6-9 Personally Enrolled Consultants

The average Director/Crystal Director develops 1 Consultant for every 4.7 enrollments.\*

**Executive** 10+ Personally Enrolled Consultants

The average Executive/Crystal Executive develops 1 Consultant for every 4.1 enrollments.\*

8. When I achieve my goal by May 28, 2020, I will feel \_\_\_\_\_  
\_\_\_\_\_
9. When I achieve my goal by May 28, 2020, I will celebrate by \_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
Signature

\_\_\_\_\_  
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## CONNECTING

Goal .....

Achieved .....

## PRESENTING

Goal .....

Achieved .....

## TEACHING OR TRAINING

Goal .....

Achieved .....

Fill in this table with all the activities you need to focus on this week. These activities will be your focus during the hour each day you have committed to working your business.

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\_\_\_\_\_  
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Achieved .....

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NOTES:


# MY NEXT 30-DAY

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2 Enrollments

5 Enrollments

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This should be time spent on income-producing activities such as starting a new Member with an Isagenix System, sharing the Isagenix story, and helping a new business partner get started.

5. My new year's resolution is to: \_\_\_\_\_  
\_\_\_\_\_

6. My recognition rank will be \_\_\_\_\_ within 90 days.

7. I will Cycle \_\_\_\_\_ times per week.

## HINT:

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The average Manager/Crystal Manager develops 1 Consultant for every 5.2 enrollments.\*

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# **NOTES** AND RESOURCES

We are **leaders in wellness.**

We are **experts in entrepreneurship.**

We are **innovation and integrity.**

# RESOURCES

## Website Guide

- **IsagenixBusiness.com**  
Access tools, training, and resources to build your business.
- **IsaMovie.com**  
Introduce your prospective new Customers to what Isagenix is all about.
- **IsagenixPodcast.com**  
Hear tips for success from leading Isagenix business builders and health coaches.
- **IsaProduct.com**  
Receive a complete product training experience.
- **IsagenixHealth.net**  
Get valuable health and wellness info, and learn about the science behind our products.
- **Isagenix Business Canada Facebook Group (Facebook.com/groups/IsagenixBusinessCanada)**  
Lean on us and your fellow Isagenix Independent Associates for business-building news and advice.
- **IsagenixCompliance.com**  
View policies and procedures, tools, and resources.
- **IsaSalesTools.com**  
Purchase and download proven business-building tools.
- **STARTYourLife.com**  
Introduce those ages 18-35 to the START vision through Isagenix.
- **CA.IsaFYI.com**  
Explore the blog that informs, entertains, and motivates people to take part in an Isagenix lifestyle.
- **IsagenixGear.com**  
Shop the latest Isagenix apparel and accessories.
- **IsaBodyChallenge.com**  
Register for this 16-week transformation challenge.

# CALENDAR OF EVENTS PLAN FOR 2020

## 2020

JANUARY						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

FEBRUARY						
S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

MARCH						
S	M	T	W	T	F	S
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8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

APRIL						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
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MAY						
S	M	T	W	T	F	S
					1	2
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10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

JUNE						
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7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

JULY						
S	M	T	W	T	F	S
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26	27	28	29	30	31	

AUGUST						
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23	24	25	26	27	28	29
30	31					

SEPTEMBER						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

OCTOBER						
S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

NOVEMBER						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

DECEMBER						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

All dates and locations are subject to change.  
See [IsagenixEvents.com](http://IsagenixEvents.com) for the most up-to-date information.

**New Year Kick Off (NYKO)**  
JAN. 22-25, PHOENIX, ARIZONA

**Canada Celebration**  
FEB. 27-29, MONTREAL, QUEBEC

**University in Action (UIA)**  
MARCH 6-8  
MINNEAPOLIS, MINNESOTA

**University in Action (UIA)**  
MARCH 13-15  
PHOENIX, ARIZONA

**Executive Retreat**  
MARCH 16-19, GILBERT, ARIZONA

**Global Top Achievers**  
APRIL 1-5, WHISTLER, BRITISH COLUMBIA

**Isagenix Academy (Spring)**  
MAY 2  
FORT LAUDERDALE, FLORIDA (EAST)  
DENVER, COLORADO (WEST)  
CALGARY, ALBERTA (CANADA)

**IsaBody™ Escape**  
MAY 17-21, PARADISE VALLEY, ARIZONA

**1-to-2-Star Retreat**  
JUNE 1-4, SEDONA, ARIZONA

**Celebration**  
JULY 15-18, SALT LAKE CITY, UTAH

**3-to-7-Star Retreat**  
SEPT. 21-24, LAKE TAHOE, NEVADA

**University in Action (UIA)**  
OCT. 2-4  
CHARLOTTE, NORTH CAROLINA

**Isagenix Academy (Fall)**  
OCT. 17  
NEWARK, NEW JERSEY (EAST)  
OMAHA, NEBRASKA (CENTRAL)  
TORONTO, ONTARIO (CANADA)

# YOU SHARE, THEY SHARE, REPEAT™

ISAGENIX HAS CREATED A SYSTEM THAT CAN HELP YOU EARN MONEY BY SHARING PRODUCTS.

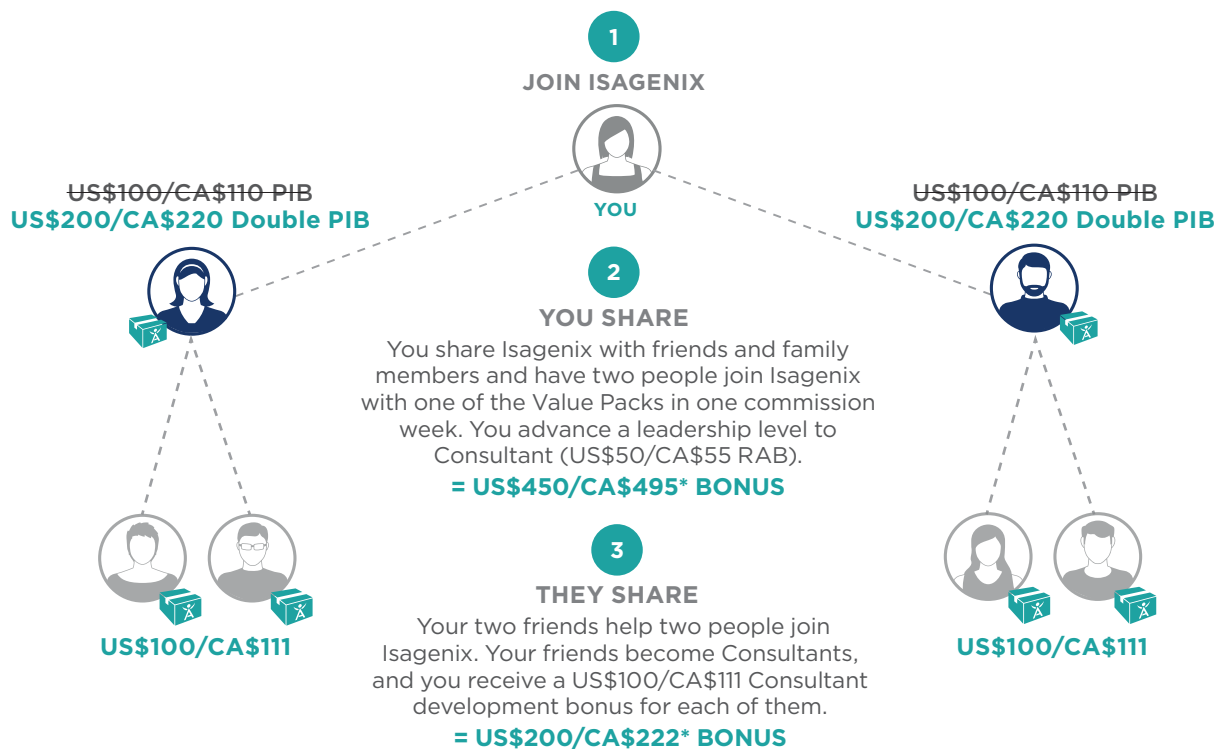


## VALUE PACKS

- Weight Loss Value Pack
- Performance Value Pack

## KEY TERMS

- **PIB** — Product Introduction Bonus
- **Double PIB** — Double Product Introduction Bonus
- **RAB** — Rank Advancement Bonus
- **Commission Week** — Monday–Sunday ET



**IF ACHIEVED WITHIN 60 DAYS OF JOINING = US\$250/CA\$277\***  
**CRYSTAL MANAGER BONUS**

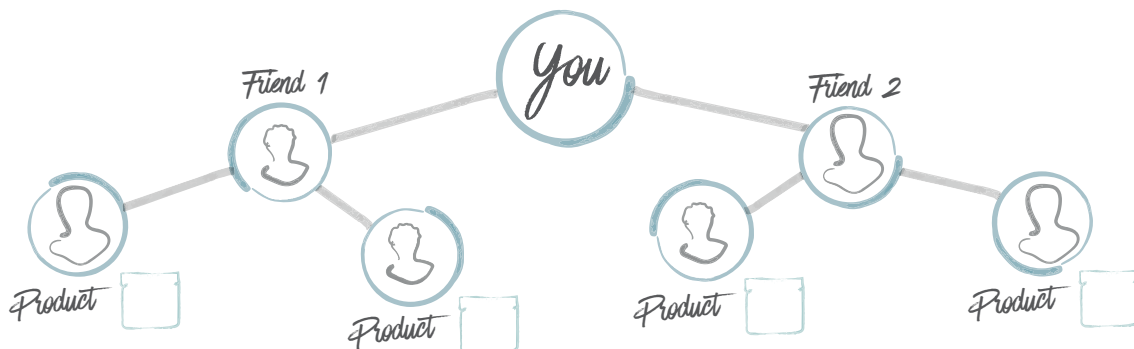
**GRAND TOTAL = UP TO US\$900/CA\$994\* BONUS**

The example above is for illustration purposes only. Conditions apply.  
For more information, visit [IsagenixBusiness.com](http://IsagenixBusiness.com) and/or contact your Sponsor.

\*The specific market values are calculated using the Foreign Exchange Multiplier. To calculate your market's equivalent, simply multiply the U.S. amount shown by the applicable Foreign Exchange Multiplier for that specific market. This value is subject to change every quarter based on published exchange rates and will be valid for the following quarter.

Earning levels for Isagenix Independent Associates depend on time and commitment and may vary.  
For more information, visit [IsagenixEarnings.com](http://IsagenixEarnings.com).

# YOU SHARE, THEY SHARE, REPEAT SCRIPT



What excites me most is that Isagenix has a simple way to help you pay for your products. It's called You Share, They Share, Repeat™.

So, who do you know who would want amazing results like yours?

There are packs to suit every goal and budget, but for this example, let's use the Weight Loss Value Pack.

Let's say that <.....name.....> enrolls with a Weight Loss Value Pack, so Isagenix would pay you a US\$100/CA\$110 Product Introduction Bonus, known as a PIB.

Then <.....name.....> also enrolls on a Weight Loss Value Pack, so Isagenix would pay you another US\$100/CA\$110 PIB.

## HERE'S WHERE IT GETS REALLY EXCITING!

If both friends get started and place their initial orders in the same commission week — that's Monday through Sunday — Isagenix would DOUBLE your PIB for that week.

That's a total of US\$400/CA\$440 so far.

When you do this, you'd move to the first leadership level, and Isagenix would pay you a one-time bonus of US\$50/CA\$55.

You would now have earned a total of US\$450/CA\$495 just for helping two new Customers get started!

### This is called You Share.

Together, we would help your two other friends do exactly what you did by sharing the Isagenix products with two other people.

If both of them manage to share Isagenix with at least two Customers each, you would receive a US\$100/CA\$111 bonus for helping <.....name.....> and another US\$100/CA\$111 bonus for helping <.....name.....>.

### This is called They Share.

Up to this point, you would earn a total of US\$650/CA\$717!

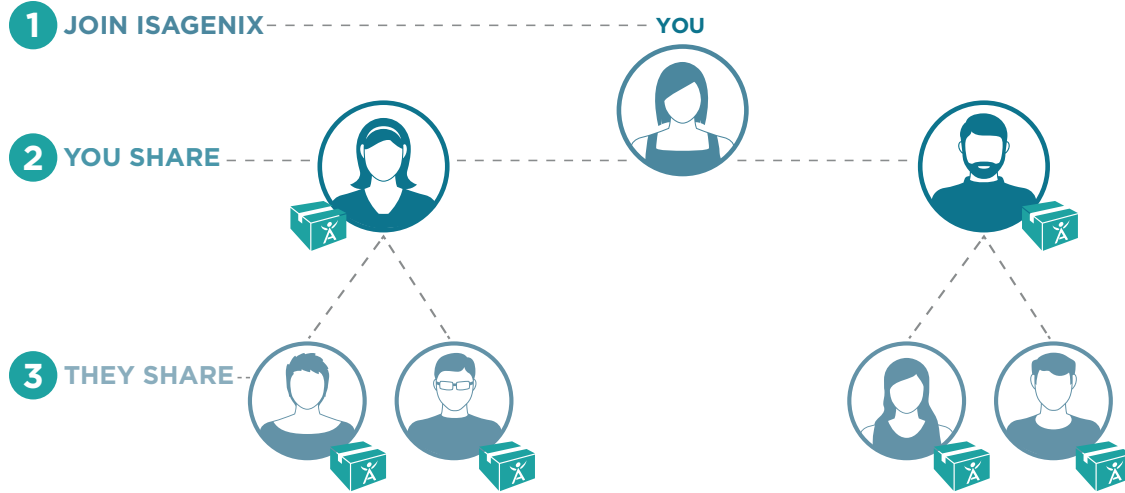
If you do this within your first 60 days of becoming an Isagenix Independent Associate, you would move to the second leadership level and receive another one-time bonus of US\$250/CA\$277.

That's a potential grand total of up to US\$900/CA\$994. Now you could do this once, and it would cover more than the cost of your Weight Loss Value Pack. And you can repeat it to earn even more money.

Repeating these steps can help you pay for your products each month or even build a secondary income. You Share, They Share, Repeat is just the beginning; the earning potential with Isagenix is amazing!

For illustration purposes only. The amounts depicted here reflect the maximum earnings available assuming all conditions are met and are not projections or guarantees. Isagenix does not guarantee any amount of earnings. Refer to the Isagenix Team Compensation Plan for details. Product Introduction Bonuses are subject to change.

# PRACTICE YOU SHARE, THEY SHARE, REPEAT™

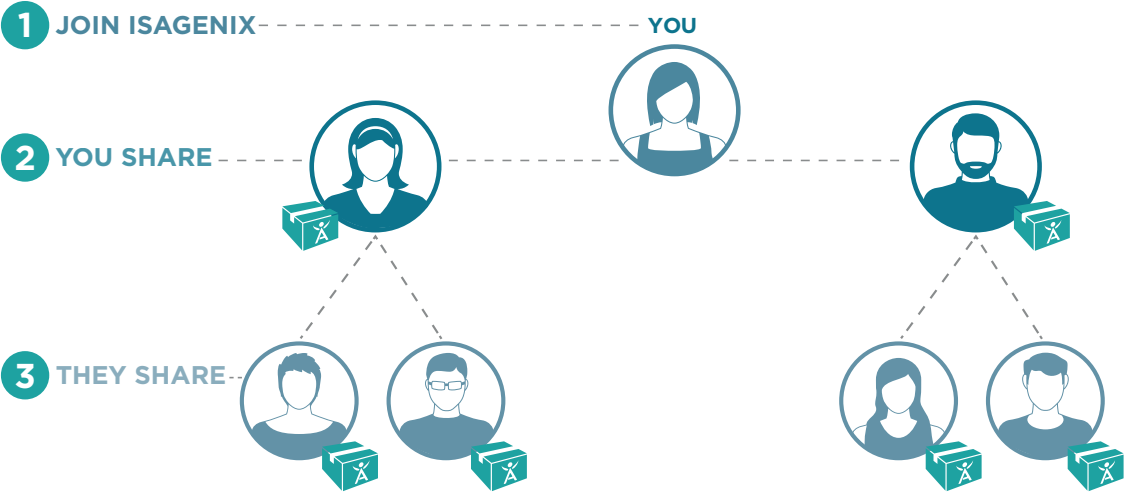


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**PRACTICE HERE**



# PRACTICE YOU SHARE, THEY SHARE, REPEAT™



**PRACTICE** HERE

Learn more about how to take advantage of the Isagenix Team Compensation Plan at [IsagenixBusiness.com](http://IsagenixBusiness.com) under the Training tab.

# MAP TO CRYSTAL EXECUTIVE

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 at least five people join on each team leg (right and left), then help at least five individuals on each leg become Consultants within 180 days of becoming an Isagenix Independent Associate.

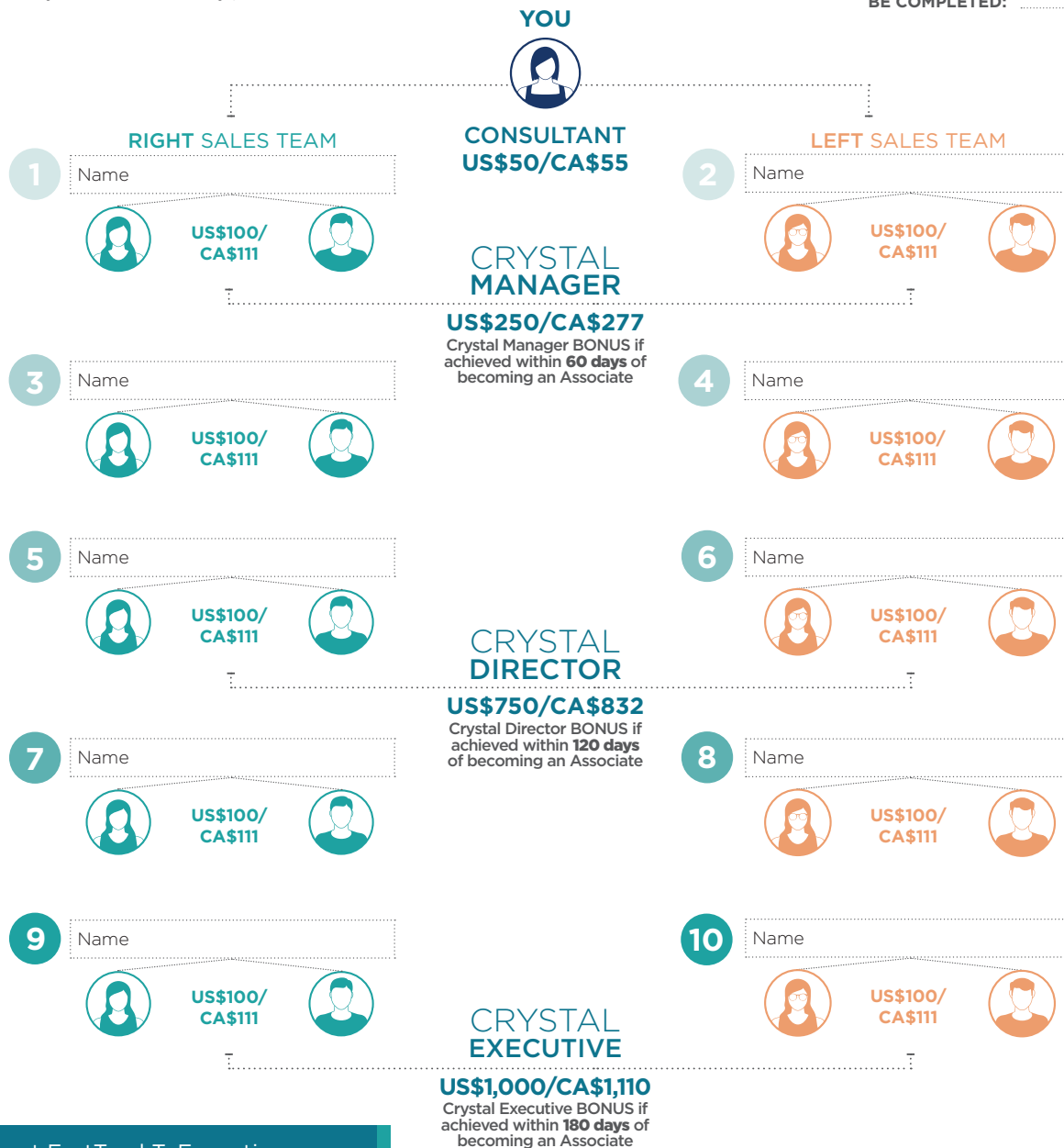
- US\$50/CA\$55** Consultant Advancement bonus
- + **US\$250/CA\$277** Crystal Manager bonus (achieve within 60 days of becoming an Associate)
- + **US\$750/CA\$832** Crystal Director bonus (achieve within 120 days of becoming an Associate)
- + **US\$1,000/CA\$1,110** Crystal Executive bonus (achieve within 180 days of becoming an Associate)
- + **US\$2,000/CA\$2,220** Consultant Development bonus (US\$100/CA\$111 for each Personally Enrolled Consultant) (Maximum 20)



= Up to **US\$4,050/CA\$4,494** in bonus money!\*

(Consultant to Crystal Executive in 180 days)

GOAL DATE TO BE COMPLETED: .....



Learn more at [FastTrackToExecutive.com](http://FastTrackToExecutive.com).

All dollar amounts are shown in USD/CAD. Local amounts may be subject to the Isagenix Foreign Exchange Policy. The specific market values are calculated using the Foreign Exchange Multiplier. To calculate your market's equivalent, simply multiply the U.S. amount shown by the applicable Foreign Exchange Multiplier for that specific market. This value is subject to change every quarter based on published exchange rates and will be valid for the following quarter.

\*For illustration purposes only. The amounts depicted here reflect the maximum earnings available assuming all conditions are met and are not projections or guarantees. Isagenix does not guarantee any amount of earnings. Associates participating in the Crystal Challenge outside of the 180-day join date period do not qualify for the US\$1,000/CA\$1,110 Crystal Executive Bonus. For qualifying Associates, the US\$4,050/CA\$4,494 bonus can only be achieved if Crystal Manager is achieved within 60 days of becoming an Associate, Crystal Director is achieved within 120 days of becoming an Associate, and Crystal Executive is achieved within 180 days of becoming an Associate.

# WHO DO YOU KNOW?

## Identify Prospective New Customers, and Create Your List Easily!

Know anyone who wants better health, more freedom, or maybe even a little more money? This sheet will help you create your initial list of friends, business contacts, and others to share Isagenix with so you can kick-start your Isagenix business.

Keep this list near your desk, refrigerator, or another prominent place so you can remember to share this incredible opportunity with the people you care about, such as your family, friends, or neighbors. Once you've gone through your list, start another one — it's simple!

### WHO DO YOU KNOW WHO ...

- is health-conscious
- is concerned about their weight
- needs deeper sleep
- needs less stress
- wants more energy
- wants to make more money
- is a champion
- is self-motivated
- is enthusiastic
- is entrepreneurial
- is organized
- has a good telephone personality
- has desire and DRIVE
- is a people person
- is a team player
- has character and integrity
- is dependable
- is fun and friendly
- has computer and internet skills
- loves a challenge

### WHO DO YOU KNOW WHO IS A ...

- network marketer/networker
- teacher
- engineer
- salesperson
- alternative health practitioner
- nutritionist
- chiropractor
- veterinarian
- dentist
- physician
- personal trainer
- bodybuilder
- hair stylist
- esthetician
- massage therapist
- police officer
- real estate agent
- secretary/office manager
- restaurateur
- butcher
- waitress/waiter
- mechanic
- bridal shop owner or manager
- health store owner or manager
- fitness or sports enthusiast

### WHO DO YOU SEE AT ...

- the fitness club
- the spa
- the golf club
- the tennis club
- the hair salon
- the cleaners
- the bank
- day care

For more information, go to [IsagenixBusiness.com](http://IsagenixBusiness.com).





# YOUR PATH WITH PURPOSE

## Accelerate your business. Grow your wealth.

Your hard work deserves to be rewarded, and the Isagenix Team Compensation Plan is the best in the industry. The higher you climb, the more you have to look forward to: cash bonuses, free event tickets, corporate recognition, and more.†

### CONSULTANT

- US\$25 product coupon
- US\$50/CA\$55 RAB\*
- Digital certificate
- Digital Next Steps flyer
- Congratulations email from the corporate team



SILVER CIRCLE

### MANAGER

- Certificate
- Custom baseball hat
- Recognition on IsaFYI
- Congratulations email from the corporate team



SILVER CIRCLE

### CRYSTAL MANAGER

Achieve Manager within 60 days of becoming an Associate

- US\$250/CA\$277 RAB\*
- Certificate
- Custom baseball hat
- Recognition on IsaFYI
- Congratulations email from the corporate team



SILVER CIRCLE

### DIRECTOR

- Certificate
- Lightweight, fitted athletic T-shirt (Choice of his or hers)
- Recognition on IsaFYI
- Congratulations email from the corporate team



SILVER CIRCLE

### CRYSTAL DIRECTOR

Achieve Director within 120 days of becoming an Associate

- US\$750/CA\$832 RAB\*
- Certificate
- Lightweight, fitted athletic T-shirt (Choice of his or hers)
- Recognition on IsaFYI
- Congratulations email from the corporate team



SILVER CIRCLE

### EARN STARS!



in SILVER CIRCLE while your weekly Cycles grow.

Then move on to GOLDEN CIRCLE.

### GOLDEN CIRCLE

Each level receives:

- A certificate
  - Recognition on IsaFYI
  - A special gift\*\* for your rank advancement
- \*\*See below for details.



2 custom Swarovski® crystal Isagenix pens and notebook



High-end athletic jacket and Executive Reports



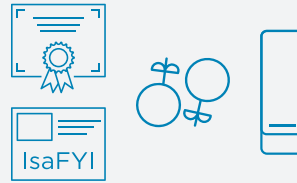
Eligibility for two gifts begins\*\*

### CLUBSIX

Versatile TUMI™ travel toiletry bag and Executive Leadership Program

## EXECUTIVE

- Certificate
- Your choice between sterling-silver ball earrings or a sleek silver money clip from iconic Tiffany & Co®
- Recognition on IsaFYI
- 10% Matching Bonus
- Eligibility to participate in additional sales promotions
- Congratulations email from the corporate team



GOLDEN CIRCLE



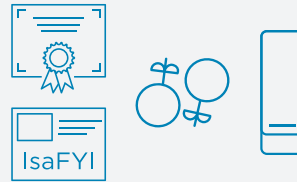
### CLUBSIX

Modern sterling-silver ball bracelet by Tiffany & Co® or choice of classic Ray-Ban® sunglasses and VIP line to Customer Care

## CRYSTAL EXECUTIVE

Achieve Executive within 180 days of becoming an Associate

- **US\$1,000/CA\$1,100 RAB\***
- Certificate
- Your choice between sterling-silver ball earrings or a sleek silver money clip from iconic Tiffany & Co®
- Recognition on IsaFYI
- 10% Matching Bonus
- Eligibility to participate in additional sales promotions
- Congratulations email from the corporate team



GOLDEN CIRCLE

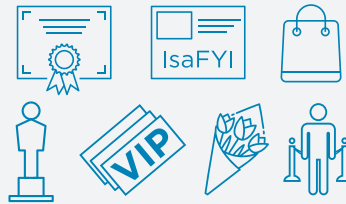


### CLUBSIX

Your choice between a practical TUMI® backpack for her or a versatile TUMI backpack for him

## PLATINUM

- With your first reentry position, you are now a member of the elite Platinum
- A shopping experience with Tiffany & Co®
- Access to the Platinum Lounge at events and so much more!



PLATINUM



### CLUBSIX

Your choice between a designer leather wallet or a fine-leather belt. You pick the brand!

## ISAGENIX LEGACY CLUB MEMBER

- **Level I:** Award
- **Level II:** Spa day
- **Level III:** Airline ticket
- **Level IV:** \$6K shopping spree
- **Level V:** \$15K shopping spree



LEGACY CLUB



### CLUBSIX

TUMI™ full-size luggage and carry-on set

### Recognition Legend



Rank Advancement Certificate



Recognition at IsagenixBusiness.com/Recognition

CLUBSIX Access into Club Six only at select events



### CLUBSIX

Your choice between a designer handbag for her or a designer briefcase for him. You pick the brand!

The ability to earn income under the Isagenix Team Compensation Plan depends on many factors, including an individual Associate's business, social, and sales skills; personal ambition and activity; availability of time and financial resources; and access to a large network of family, friends, and business contacts. Isagenix cannot and does not guarantee any particular level of earnings. Even Associates who dedicate a significant amount of time, effort, and personal funds may not achieve a meaningful level of success. For average earnings, refer to IsagenixEarnings.com.

\*RAB = Rank Advancement Bonus.

\*\*Gifts may be earned once only. Gifts not claimed within 90 days after rank advancement will be forfeited. Gifts are nontransferable, unless permitted by Isagenix, and do not have a cash equivalent. No substitutions, except by Isagenix. Isagenix may deny, cancel, change, or substitute gifts any time for any reason. Taxes are the sole responsibility of the recipient and may be reported as taxable income. Isagenix may cancel this program at any time. Additional terms and conditions may apply. Product names are trademarks™ or registered® trademarks of their respective holders. Use does not imply any affiliation with or endorsement by them.

# RECOGNITION LEVELS & CYCLE REQUIREMENTS<sup>†</sup>

## SILVER CIRCLE

The Silver Circle program is our way of recognizing Consultants, Managers, Crystal Managers, Directors, and Crystal Directors for achieving new milestones in the Isagenix Team Compensation Plan.

### CONSULTANT YOU SHARE

To become a Consultant, you must be active and develop one Personally Sponsored active Associate on both your Left Sales Team and Right Sales Team.

### MANAGER YOU SHARE, THEY SHARE

To become a Manager, you must be active and develop two Personally Sponsored Consultants.

### DIRECTOR YOU SHARE, THEY SHARE, REPEAT™ (X3)

To become a Director, you must be active and develop six Personally Sponsored Consultants.

### CRYSTAL MANAGER YOU SHARE, THEY SHARE

To become a Crystal Manager, you must reach Manager status **within your first 60 days of becoming an Associate.**

### CRYSTAL DIRECTOR YOU SHARE, THEY SHARE, REPEAT (X3)

To become a Crystal Director, you must reach Director status **within your first 120 days of becoming an Associate.**

#### CONSULTANTS, MANAGERS, CRYSTAL MANAGERS, DIRECTORS, AND CRYSTAL DIRECTORS<sup>†</sup>

1-Star Silver Circle	10-19 Cycles	\$540-\$1,026 per week
2-Star Silver Circle	20-39 Cycles	\$1,080-\$2,106 per week
3-Star Silver Circle	40-59 Cycles	\$2,160-\$3,186 per week
4-Star Silver Circle	60-99 Cycles	\$3,240-\$5,346 per week
5-Star Silver Circle	100-149 Cycles	\$5,400-\$8,046 per week
6-Star Silver Circle	150-199 Cycles	\$8,100-\$10,746 per week
7-Star Silver Circle	200-249 Cycles	\$10,800-\$13,446 per week
8-Star Silver Circle	250 Cycles	\$13,500 per week

## GOLDEN CIRCLE

The Golden Circle program distinguishes Executives and Crystal Executives for reaching new milestones in their Isagenix income. As you earn additional stars, you will be awarded with different custom and/or luxury brand items.

### EXECUTIVE YOU SHARE, THEY SHARE, REPEAT (x5)

To become an Executive, you need to be active and develop 10 Personally Sponsored Consultants (five on your Left Sales Team, five on your Right Sales Team).

### CRYSTAL EXECUTIVE YOU SHARE, THEY SHARE, REPEAT (x5)

To become a Crystal Executive, you must reach Executive status **within your first 180 days of becoming an Associate.**

### GOLDEN CIRCLE LEVEL EXECUTIVES AND CRYSTAL EXECUTIVES†

1-Star Golden Circle	10-19 Cycles	\$540-\$1,026 per week
2-Star Golden Circle	20-39 Cycles	\$1,080-\$2,106 per week
3-Star Golden Circle	40-59 Cycles	\$2,160-\$3,186 per week
4-Star Golden Circle	60-99 Cycles	\$3,240-\$5,346 per week
5-Star Golden Circle	100-149 Cycles	\$5,400-\$8,046 per week
6-Star Golden Circle	150-199 Cycles	\$8,100-\$10,746 per week
7-Star Golden Circle	200-249 Cycles	\$10,800-\$13,446 per week
8-Star Golden Circle	250 Cycles	\$13,500-\$16,146 per week

## PLATINUM

Compound your success with our reentry rankings. Once you achieve 225 Cycles in a week for three weeks and are approved for a reentry position, you are now at the highest Isagenix recognition rank level, Platinum. As you earn additional stars, you will be rewarded with custom luxury experiences.

### PLATINUM LEVEL EXECUTIVES AND CRYSTAL EXECUTIVES†

7-Star Platinum	200-249 Cycles	\$10,800-\$13,446 per week
8-Star Platinum	250-299 Cycles	\$13,500-\$16,146 per week
9-Star Platinum	300-349 Cycles	\$16,200-\$18,846 per week
10-Star Platinum	350-399 Cycles	\$18,900-\$21,546 per week
11-Star Platinum	400-449 Cycles	\$21,600-\$24,246 per week
12-Star Platinum	450-499 Cycles	\$24,300-\$26,946 per week
13-Star Platinum	500-549 Cycles	\$27,000-\$29,646 per week
14-Star Platinum	550-599 Cycles	\$29,700-\$32,346 per week
15-Star Platinum	600-649 Cycles	\$32,400-\$35,046 per week
16-Star Platinum	650-699 Cycles	\$35,100-\$37,746 per week
17-Star Platinum	700-749 Cycles	\$37,800-\$40,446 per week
18-Star Platinum	750-799 Cycles	\$40,500-\$43,146 per week
19-Star Platinum	800-849 Cycles	\$43,200-\$45,846 per week
20-Star Platinum	850-899 Cycles	\$45,900-\$48,546 per week
21-Star Platinum	900-949 Cycles	\$48,600-\$51,246 per week
22-Star Platinum	950-999 Cycles	\$51,300-\$53,946 per week
23-Star Platinum	1,000-1,049 Cycles	\$54,000-\$56,646 per week
24-Star Platinum	1,050-1,099 Cycles	\$56,700-\$59,346 per week

## ISAGENIX MILLIONAIRE

An Isagenix Millionaire is an Independent Associate to whom Isagenix has paid a gross total of \$1 million or more since joining Isagenix. Earnings reflect gross amounts that do not include any business expenses. For average earnings, refer to [IsagenixEarnings.com](http://IsagenixEarnings.com). These Associates will be recognized through the Isagenix Legacy Club.

ISAGENIX  
**LEGACY**  
CLUB



All dollar amounts are shown in U.S. dollars and may be subject to the Isagenix Foreign Exchange Policy depending on the country of residency.

†Additional terms and conditions apply. Refer to the Isagenix Team Compensation Plan for details.

‡For illustration purposes only. The potential amounts depicted here are not typical and reflect the maximum earnings available assuming all conditions are met and are not projections or guarantees. Isagenix cannot and does not guarantee any amount of earnings. The ability to earn money with Isagenix depends on many factors, including an individual Associate's business, social, and sales skills; personal ambition and activity; availability of time and financial resources; and access to a large network of family, friends, and business contacts. Even Associates who dedicate a significant amount of time, effort, and personal funds may not achieve a meaningful level of success. Refer to [IsagenixEarnings.com](http://IsagenixEarnings.com) for additional income information.



# LEADER IN ACTION

**THIS PROGRAM SERVES AS A WAY TO RECOGNIZE OUR LEADERS FOR THEIR CONSISTENT BUSINESS GROWTH BY PERFORMING IN FOUR KEY BUSINESS-BUILDING ACTIVITIES.**

We encourage you to track your progress in these four areas each week to see where you should focus your attention in the weeks ahead. Remember, you must participate in each of the four areas to earn points in the Leader in Action program.\* This program can ultimately help you in your efforts to grow your business to remarkable levels of success and support you in creating your ideal work-life balance. Good luck!

## HOW TO BE RECOGNIZED

### GLOBAL MONTHLY RECOGNITION ON ISAFYI

Each month, we honor the Top 15 Leader in Action point earners worldwide in our Spotlight Recognition.

### CELEBRATION GALA

Each Celebration, we will recognize the Top 10 Leaders in Action at our legendary Gala awards reception.

### GLOBAL TOP ACHIEVERS

Based on our formula, the top Leader in Action point earners worldwide will earn an exclusive trip to an unforgettable destination. Check out [IsagenixBusiness.com/Promotions](http://IsagenixBusiness.com/Promotions) for all the rules and regulations.

### NEW YEAR KICK OFF

Each New Year Kick Off, we will recognize the Top 15 Leader in Action point earners via signage and early access to General Session.

## LEADER IN ACTION FORMULA

Visit [IsaFYI.com/Get-Recognized](http://IsaFYI.com/Get-Recognized) for more info.

Personal  
Cycle growth

X

Personal  
enrollments

X

Personally  
Sponsored rank  
advancements

X

# of weeks active  
as Executive

**PERSONAL CYCLE GROWTH POINTS:** Earn points by increasing your monthly personal paid Cycles.

**PERSONAL ENROLLMENTS:** Earn one point for each new Personally Enrolled Member who purchases a qualifying pack with 100 BV or more (earn up to five points each month).

### PERSONALLY SPONSORED RANK ADVANCEMENT

**POINTS:** Earn rank advancement points by helping your Personally Sponsored Associates advance in rank during the month. You will earn one point for a Personally Sponsored Consultant advancement, two points for Manager/Crystal Manager, three points for Director/Crystal Director, and four points for Executive/Crystal Executive/Golden Circle and Platinum Personally Sponsored advancements.

**WEEKS ACTIVE:** Maintain the active rank of Executive or above each week to earn points.

Leader in Action Qualifying Terms: This promotion is open to Associates from ALL countries. A maximum of five points can be earned per month in the personal enrollment category.

Personal Sponsors can earn multiple points for Personally Sponsored Associates who rank advance more than once in a month.

Platinum advancements cannot be awarded points for a lateral move into the Platinum category.

Program is based on a 4-4-5 calendar.

Original positions and reentry accounts will be combined for Leader in Action point totals.

Isagenix may modify or terminate the Leader in Action program at any time and for any reason.

\*If a Member does not participate in all four areas in one month, they will receive the highest ranking for that month, which is 1,000 points. With the Leader in Action program, the lower your overall ranking, the better!

PATH WITH  
PURPOSE

# LEADER IN ACTION

The information on this worksheet is intended to help Associates track key business-building metrics. The formulas and calculations on this worksheet may differ from Leader in Action points calculated for promotions and other incentives. For more information, refer to the Contests & Promotions tab in your Back Office.

MONTH OF \_\_\_\_\_

CYCLE BENCHMARK \_\_\_\_\_

Week Ending	Personal Cycle Growth (+ or -)	# of Personal Enrollments	Personally Enrolled Rank Advancements	# of Weeks Active at Executive	
1					
2					
3					
4					
5					
<b>TOTAL POINTS</b>		<b>X</b>		<b>X</b>	<b>X</b>
					<b>=</b>
		(Maximum of 5)			<b>TOTAL SCORE</b>

## NOTES:

- 1. Personal Cycle Growth:** Personal Cycle Growth = Actual number of Cycles - Cycle Benchmark  
(Record the difference. The number could be either positive or negative for the week.)
- 2. Number of Personal Enrollments:** You are only allowed to count a maximum of five enrollments for the month.
- 3. Personally Enrolled Rank Advancements:** Each advancement earns points based upon the NEW rank as follows:
  - Consultant: 1 point
  - Manager: 2 points
  - Director: 3 points
  - Executive: 4 points
  - Executives who advance in stars: 4 points
 (Add all the numbers up, and record the total number of points for all advancements.)
- 4. Number of weeks active at Executive or higher rank:** For example, if you began the month at Executive, this would be the number of weeks you maintained an active rank of Executive.

# ENROLLMENT/RETENTION QUESTIONNAIRE

**Determine 5 Health Goals.** If needed, prompt them. Put a star beside the most important goal to them.

- ① \_\_\_\_\_
- ② \_\_\_\_\_
- ③ \_\_\_\_\_
- ④ \_\_\_\_\_
- ⑤ \_\_\_\_\_

**Ask** “How many months or years has it been that you have wanted to achieve these goals?”

\_\_\_\_\_

**Ask** “How long do you believe it will take to achieve **ALL** of these goals?”

\_\_\_\_\_

**Ask** “Tell me, once you have achieved all of your goals, how do you see things changing in your life?”

\_\_\_\_\_

**Ask** “Who else in your life do these positive changes end up affecting?”

\_\_\_\_\_

**Say** “It is our goal to not break your budget here but to find a fit within it that you are comfortable with so we can move you forward in achieving all of your goals. Let me ask you this:”

**Ask** “What would be your current monthly budget for two nutritious breakfasts and lunches daily?” CA\$ \_\_\_\_\_

“Snacks or coffee daily?” CA\$ \_\_\_\_\_ “Supplements per month?” CA\$ \_\_\_\_\_ **Total Month CA\$** \_\_\_\_\_

**Ask** “To achieve all of your health goals, what would you be willing to INVEST in yourself to make that happen, knowing that other options, such as a personal trainer at CA\$60 per session once per week would cost CA\$240-300 per month?” CA\$ \_\_\_\_\_

**Add** the answers from the last two questions together.

You now have **PERMISSION** to recommend an initial order from that budget! **Total CA\$** \_\_\_\_\_

## MOST IMPORTANT

**Remind** them that this cost is **ONLY** for their first month, not every month, and typical subsequent orders tend to cost 25%-50% less.

We suggest starting with a pack slightly higher than or at total budget.

**Say** “I would also love to show you how to spend less on future orders through the company’s referral program. Are you open to me explaining how the referral program works?”

**Remind** them that there will be a support call to review the information above.

# NEW MEMBER CHECKLIST

Name \_\_\_\_\_

Phone \_\_\_\_\_

Order Date \_\_\_\_\_

Order Pack \_\_\_\_\_

Enrolled on Lifestyle Rewards      Lifestyle Rewards Run Date \_\_\_\_\_

Schedule a welcome call      Date: \_\_\_\_\_      Time: \_\_\_\_\_

Send a welcome email (be sure this includes links to all of the Isagenix sites and your team sites)

## EXAMPLE

"Welcome, (name)! I'm so excited for our call scheduled for (day) at (time). I'm looking forward to working with you to help you achieve your goals."

Invite them to any of your/your team's social media pages

Direct them to visit [WelcomeToIsagenix.com](http://WelcomeToIsagenix.com)

Familiarize them with [IsaMovie.com](http://IsaMovie.com)

Familiarize them with [IsaProduct.com](http://IsaProduct.com)

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

Take their [IsaBody](http://IsaBody.com) before photos and measurements

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

Product goals:

Weight Loss      **Current Weight** \_\_\_\_\_      **Goal** \_\_\_\_\_

Energy

Performance

Healthy Aging

What is your driving reason to achieve this goal?

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What will your life look and feel like when you reach this goal?

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Isagenix goals:

Customer (product user only)

Casual sharer (Do you want to earn Product Introduction Rewards or commissions?)

Business builder (Earn commissions as an Isagenix Independent Associate.)

Income goal \$ \_\_\_\_\_ per month

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

Casual sharer/business builder — Review the [Isagenix Team Compensation Plan](http://IsagenixTeamCompensationPlan.com) at [IsagenixBusiness.com](http://IsagenixBusiness.com).

# NEW MEMBER CHECKLIST

## Casual Sharer/Business Builder

### Qualifying Questions

Within the enrollment process, you will ask them if they are interested in learning how they could get paid for sharing Isagenix products with others. Let your new Member know that in order to help set them up for success, you're going to ask them some additional questions (listed below). As you ask these questions, dig deeper into each question to learn more about them, their goals, and their reasons for wanting healthy change in their life.

1. What do you do for a living now? Do you enjoy your work?
2. What would your ideal life look like if you could design it?
3. How much money do you think you'll need to achieve that ideal life?
4. How much time do you have per week to achieve those goals?
5. On a scale of 1 to 10, how committed are you to achieving your goals?
6. I want to help you achieve your goals. Taking focused action quickly is the best way to start. So, will you write down the names of the top 10 people who you think might be interested in joining you and get them to me by tomorrow? Think of people who have a burning desire to live a life of their dreams or people who are dissatisfied with their health or financial wellness situation.

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

## LET'S DO THIS TOGETHER

### Top 10 People

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

What attracted you to direct sales/referral marketing?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Who do you know in direct sales/referral marketing?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Who do you know who lives internationally?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

What are your financial goals for the next:

- 30 days \_\_\_\_\_
- 60 days \_\_\_\_\_
- 90 days \_\_\_\_\_

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

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### Learning While You're Building

Next Core 4 Events™ you're committed to attending:

- New Year Kick Off (date) \_\_\_\_\_
- Celebration (date) \_\_\_\_\_
- Other: \_\_\_\_\_  
(date) \_\_\_\_\_
- Isagenix Academy (date) \_\_\_\_\_
- University in Action (date) \_\_\_\_\_

I will complete the **My Next 90 Days** training by: (date) \_\_\_\_\_

# Take Your IsaLife on the Go With the IsaLife Mobile App!

Stay on track with your lifestyle goals using our convenient nutrition and fitness tracker, personal coach, and product-ordering platform, all in one easy-to-navigate app!

With the IsaLife™ app, you can:

## Shop and Share

Shop, discover, and order Isagenix products in just a few clicks. Share preconfigured carts with potential new Customers who need to enroll on the go.

## Track Fitness Goals

Set goals, take progress photos, and track your weight. Sync your Fitbit to track burned calories and physical activity, or enter data manually.

## Log Meals and Nutrition

Search for popular meals, restaurant chains, and brands using the Isagenix product guide to accurately track nutrition.

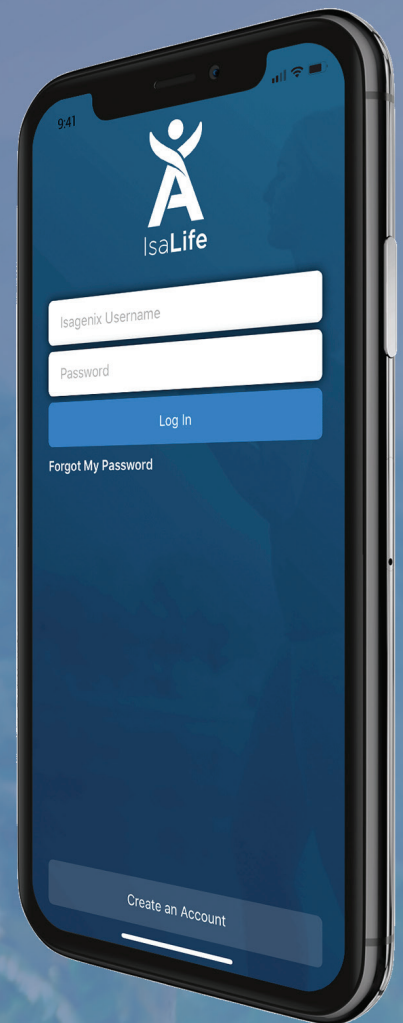
## Manage Lifestyle Rewards

Sign up for and adjust your Lifestyle Rewards program so you never miss a day of your system.

## Join the Community

Connect with your Enrolling Sponsor and anyone who joins Isagenix through you. Share and receive tips, support, recipes, and more on your activity feed. Discover how your team members are doing on their journey toward their goals.

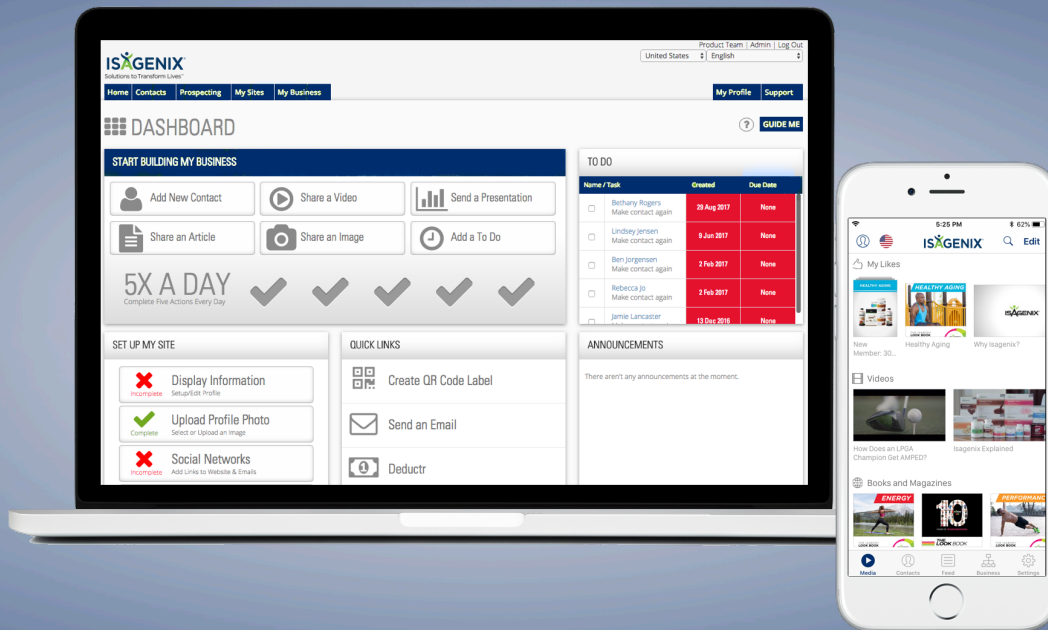
**Download the IsaLife app today from the  
App Store or Google Play!**





# Isagenix Business App

(Free And Pro Versions)



Wish there was an easy way to share your favorite Isagenix business-building tools or access your reports faster?

There is! It's called the Isagenix Business app, and your business is one click away from going viral!

This free app lets you share all your business-building tools and access reports on your Isagenix business directly from your phone!

Or upgrade to the pro version of the Isagenix Business app, and share product samples, interactive videos, and more with prospective new Customers.\* All this for only \$14.95/month!

**Download the Isagenix Business app today from the App Store or Google Play!**



\*Please note, you must download the free version before you can upgrade to pro.





# NOTES

A series of horizontal dotted lines for taking notes.











# NOTES

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# IMPORTANT MESSAGE FROM YOUR ISAGENIX SALES TEAM

We are glad you want to learn more about Isagenix and its life-changing products and opportunities!

During your time with Isagenix, you are likely to hear various testimonials as well as certain statements or references to extraordinary product experiences, weight loss results, and Isagenix Independent Associate earnings. We want to celebrate and recognize each person's individual successes and results, whatever they may be, but we want to avoid creating unreasonable expectations concerning the success you or others may experience. We also want you to have accurate information to make informed decisions about using the products and participating in the income opportunity.

We recommend that you carefully review and become familiar with the following information, which is designed to clarify and qualify the claims about products and earnings. We also encourage you to review and become familiar with the Key Facts About an Isagenix Membership found in this workbook and online at [IsagenixEarnings.com](http://IsagenixEarnings.com). If you have any questions, please contact your area sales representative or the Isagenix Compliance team at [Compliance@IsagenixCorp.com](mailto:Compliance@IsagenixCorp.com), or call 877-877-8111.

## BUSINESS OPPORTUNITY AND EARNINGS CLAIMS

Isagenix offers an advanced Team Compensation Plan that is intended to reward Associates for product sales. While some Associates earn substantial amounts of income, most who join Isagenix are primarily product users who never earn any income. Whenever you hear statements about the business opportunity or earnings of an Independent Associate, keep in mind the following:

- Earning levels for Isagenix Independent Associates depicted at events likely substantially exceed the average results achieved by all Associates and should not be construed as typical or average. The success stories we share, including recognition of substantial income achievements, the ability to quit a job, or portrayals of improved lifestyles, are intended only to show what is possible with the Isagenix business opportunity, but these results are neither typical nor guaranteed. Earnings depend on many factors, including the individual Associate's business and sales skills, personal ambition and activity, time commitment, and sphere of influence. Isagenix cannot guarantee any particular level of earnings. Even Associates who dedicate a significant amount of time and effort may not achieve a meaningful level of success.
- An Isagenix Millionaire is an Independent Associate to whom Isagenix has paid a gross total of \$1 million or more since joining Isagenix.
- All earnings representations reflect gross amounts that do not include a deduction for business expenses associated with pursuing the business opportunity. Business expenses will vary greatly.
- For typical or average earnings, refer to the Key Facts About an Isagenix Membership statement found in this workbook. It can also be found at [IsagenixEarnings.com](http://IsagenixEarnings.com).

## PRODUCT AND WEIGHT LOSS CLAIMS

Isagenix offers innovative products developed to help its Customers reach and maintain nutritional goals — weight loss, lean muscle, improved health, increased energy, and more. Whenever you hear product or weight loss claims, bear in mind that:

- Product claims have not been evaluated by the U.S. Food and Drug Administration. Isagenix products are not intended to diagnose, treat, cure, or prevent any disease. Any claims to the contrary are not approved by Isagenix.
- Weight loss and other product testimonials reflect individual experiences of Isagenix Customers and are not typical of the results you may obtain. Results vary with individual effort, body composition, eating patterns, time, exercise, and other factors.
- In a study performed in 2012 by University of Illinois at Chicago researchers, subjects lost an average of 9 pounds with an average of 2 pounds of the loss from visceral fat after 30 days on an Isagenix System. The subjects also had a greater level of adherence and had more consistent weight loss from week to week compared to subjects on a traditional diet.
- If you are pregnant, nursing, diabetic, or on medication, have a medical condition, or are beginning a weight control program, consult your physician before using Isagenix products or making any other dietary changes. Discontinue use if adverse events occur.

**INTEGRITY**  
COUNT ON ME

# KEY FACTS ABOUT AN ISAGENIX MEMBERSHIP

## Earnings Disclosure Statement

### ISAGENIX HAS TWO TYPES OF MEMBERSHIP ACCOUNTS: CUSTOMER AND ASSOCIATE.

A majority of new Members join Isagenix primarily to purchase Isagenix products at a discount. **Approximately**

# 90%

**of those Members** who joined Isagenix in Canada in 2018 opened Customer accounts only and were not eligible to earn income from Isagenix.



#### Customers

can purchase Isagenix products at reduced prices for their own or household use but cannot resell Isagenix products or participate in the Isagenix Team Compensation Plan.



#### Associates

can purchase Isagenix products at reduced prices for their own or household use or for resale; they have the opportunity to earn money by selling Isagenix products in person to Retail Customers and from purchases made by Personally Enrolled Members, which include both Customers and Associates.

## BENEFITS

#### CUSTOMERS

Enjoy the benefits of our no-compromise, science-based products. Customers have the option to choose:

#### PREFERRED MEMBERSHIP

Unlock wholesale pricing, access to a Customer mobile application and Isagenix programs.

#### LIFESTYLE REWARDS PROGRAM

Optional program offering the convenience of recurring purchases and eligibility for additional benefits plus access to the Customer mobile applications and Isagenix programs.

#### ASSOCIATES

Enjoy the same benefits as Customers, plus they may participate in the Isagenix Team Compensation Plan and other business promotions.

#### THE INCOME OPPORTUNITY

Only a CA\$29 annual fee to run a business that does not require significant investments in inventory or additional materials. Associates can set their own hours and workplace and leverage the business mobile app to build a virtual business.

May be rewarding, but like any worthwhile business venture, results vary widely depending on many factors, including sales and business skills, effort, time, and demographics.

Does not offer quick riches or guarantees of success. Building any long-term business is challenging, and relatively few achieve significant long-term financial success.

Customers are not eligible to participate in the Compensation Plan. A Customer may update his or her status from Customer to Associate upon request by meeting the eligibility requirements to become an Associate as indicated in the Terms and Conditions of the Isagenix Independent Associate Application and Agreement.

# HOW CAN ASSOCIATES EARN MONEY?

Associates may earn money in several different ways:



## Retail Profits

From in-person sales to Retail Customers.



## Retail Direct Profits

From online sales through approved websites.



## Product Introduction Bonuses

Based on qualifying sales to new Members.



## Team Bonuses, known as Cycles

Based on collective sales to Customers and other Isagenix Independent Associates in an Associate's marketing organization.



## Executive Matching Team Bonuses

Based on the weekly Team Bonuses of qualifying Personally Enrolled Associates.



## Special Incentives and Other Promotions

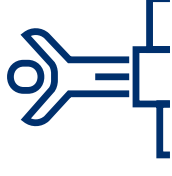
Including Rank Advancement Bonuses.

Associates do not earn money simply for recruiting or sponsoring new Members. Terms and conditions apply. For more details, refer to the Isagenix Team Compensation Plan.

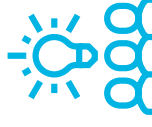
# HOW MUCH MONEY DO NEW ASSOCIATES EARN IN THE YEAR THEY ENROLL?

Approximately

# 75%



of Canadian Associates who enrolled in 2018 earned some compensation during the year.



Most new Associates join Isagenix primarily with the intention of being product users with the possibility of earning some supplemental income from sharing Isagenix with their personal acquaintances. The majority of these individuals do not show significant interest in pursuing interest in pursuing a full-time business opportunity.<sup>1</sup>

## WHAT IS THE BUYBACK POLICY?

In addition to the product satisfaction guarantee that is available to all Associates and Customers, Isagenix will buy back currently marketable inventory an Associate purchased within the previous 12 months. Terms and conditions apply. For details, see the Isagenix Return and Refund Policy and the Isagenix Buyback Policy.

<sup>1</sup>See Direct Selling Association February 2019 Salesforce Survey for industry research in which Isagenix was a participant.

Of these new Associates (excluding any retail profit):

# 50%

made more than US\$212, and the other half made less.

# 10%

made more than US\$1,200.

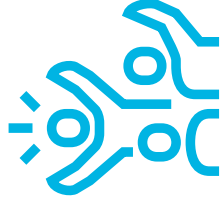
# 1%

made more than US\$11,464.

# WHAT DO ISAGENIX TOP INCOME EARNERS EARN?

# The TOP 1%

of all income earners in  
Isagenix made between  
**US\$45,423** and **\$1.37 million**  
in 2018 with the average top  
1% income earner making  
**US\$166,489.**

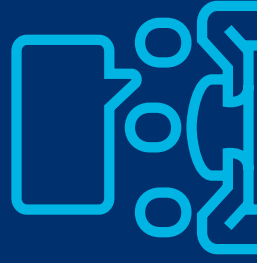


**These individuals represent the top 1% of all income earners in Isagenix** and dedicate a considerable amount of time and effort into building their business. They have achieved the highest ranks in Isagenix and generally focus full-time on pursuing the opportunity.

While Isagenix never recommends anyone quit a full-time job, some of these individuals have elected to quit their job and solely focus on building their Isagenix business. They have invested years building large organizations of Customers and leaders and generally are leading teams of other Associates, hosting events, and consistently enrolling and training others. Some of these Associates may have had prior experience in network marketing or other business or sales positions.

The ability to earn money with Isagenix depends on many factors including an **individual's business, social, and sales skills; personal ambition and activity; availability of time and financial resources; and access to a large network of family, friends, and business contacts.**

Earning representations reflect gross amounts that do not include any business expenses associated with pursuing the opportunity. Associates are responsible for their own business expenses, and these expenses will vary greatly.



Isagenix cannot and does not guarantee any particular level of earnings. Even those who dedicate a significant amount of time, effort, and personal funds may not achieve a meaningful level of success.

This information is a simple, brief explanation of Isagenix member types and some ways Isagenix Independent Associates may earn money. Terms and conditions apply.

# ISAGENIX®

**As of Dec. 31, 2018, there were 254 Isagenix Associates globally who exceeded**

# US\$1 Million

**in cumulative gross earnings since joining Isagenix, with 49 of them being Canadian Associates.**

Associates who achieve this earnings milestone are commonly referred to as "Isagenix Millionaires." Those in the Canada group averaged approximately eight years as an Isagenix Associate before achieving these earnings, with the longest being over 14 years.





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