



# ISAGENIX<sup>®</sup>

THE ART OF WELLBEING



# Leadership Bonuses

Something for every leadership level with a continued focus on  
Leader in Action

# Leader in Action Formula



# Leader in Action Points

| Category                              | Subcategory   | Point Value |
|---------------------------------------|---|-------------|
| Enrollments                           | 1PET Personal Enrollments                               | 1           |
|                                       | 2PET Enrollments (up to 20 points each month)           | 2           |
| Personally Enrolled Rank Advancements | Consultant, Silver Circle Consultant                    | 2           |
|                                       | Manager, Crystal Manager, Silver Circle Manager         | 6           |
|                                       | Director, Crystal Director, Silver Circle Director      | 8           |
|                                       | Executive, Crystal Executive, Golden or Platinum Circle | 10          |
| Active Weeks                          | Manager   | 1           |
|                                       | Director  | 2           |
|                                       | Executive   | 4           |

# Worksheet and Resources

- Find Leader in Action Resources at [isagenixbusiness.com/LIA](http://isagenixbusiness.com/LIA)
- Videos, fillable worksheet, FAQs, etc.
- Reports can be found in the ABO under Reports > Recognition
- Reminder – Leader in Action requires points in all categories and runs on the commission month schedule



## Leader in Action Worksheet

The Leader in Action formula is a method to measure specific business-building behaviors and outcomes each week during a commission month. Use this worksheet to track your points and progress!

TOTAL POINTS ARE CALCULATED EACH MONTH BY ADDING THE CATEGORIES BELOW:

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

| WEEK ENDING | 1PET Personal Enrollment Points | 2PET Enrollment Points | Personally Enrolled Rank Advancement Points | Active Week Points |              |
|-------------|---------------------------------|------------------------|---|--------------------|--------------|
| 1 _____     |                                 |                        |   |                    |              |
| 2 _____     |                                 |                        |   |                    |              |
| 3 _____     |                                 |                        |   |                    |              |
| 4 _____     |                                 |                        |   |                    |              |
| 5 _____     |                                 |                        |   |                    |              |
|             |                                 | (Maximum of 20)        |   |                    | TOTAL POINTS |

USE THE KEY BELOW TO FILL IN YOUR POINTS EACH WEEK!

| Category                              | Subcategory   | Point Value |
|---------------------------------------|---|-------------|
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# Manager/Director Pool Reset

Dec. 28, 2020

- US, CA, AU, NZ, EU, UK, MX
- All recognition Managers get the opportunity to earn in the Manager Pool for 90 days
- All recognition Directors get the opportunity to earn in the Director Pool for 90 days

## Reminders

- Earn at least one point in each LIA category
- Must be Paid-As Manager or Director for a minimum of 1 week per month
- Managers: US\$1,000 monthly maximum
- Directors: US\$2,500 monthly maximum

# Executive to 4-Star Golden Circle Leadership Pool

Dec. 28, 2020 – June 27, 2021

- US, AU, NZ, EU, UK
- US\$200,000 monthly pool
- US\$5,000 maximum per month

## Requirements

- Earn at least one point in each LIA category
- Personally earn a minimum of 40 LIA points
- Must be Paid-As Executive for a minimum of 3 weeks per month
- Have a recognition rank of Executive to 4-Star Golden Circle





# 5-Star Depth Bonus

Dec. 28, 2020 – June 27, 2021

- US, AU, NZ, EU, UK
- Earn US\$125 bonus on individuals who earn 20 or more LIA points through your 32-PET
- US\$25,000 maximum per month

## Requirements

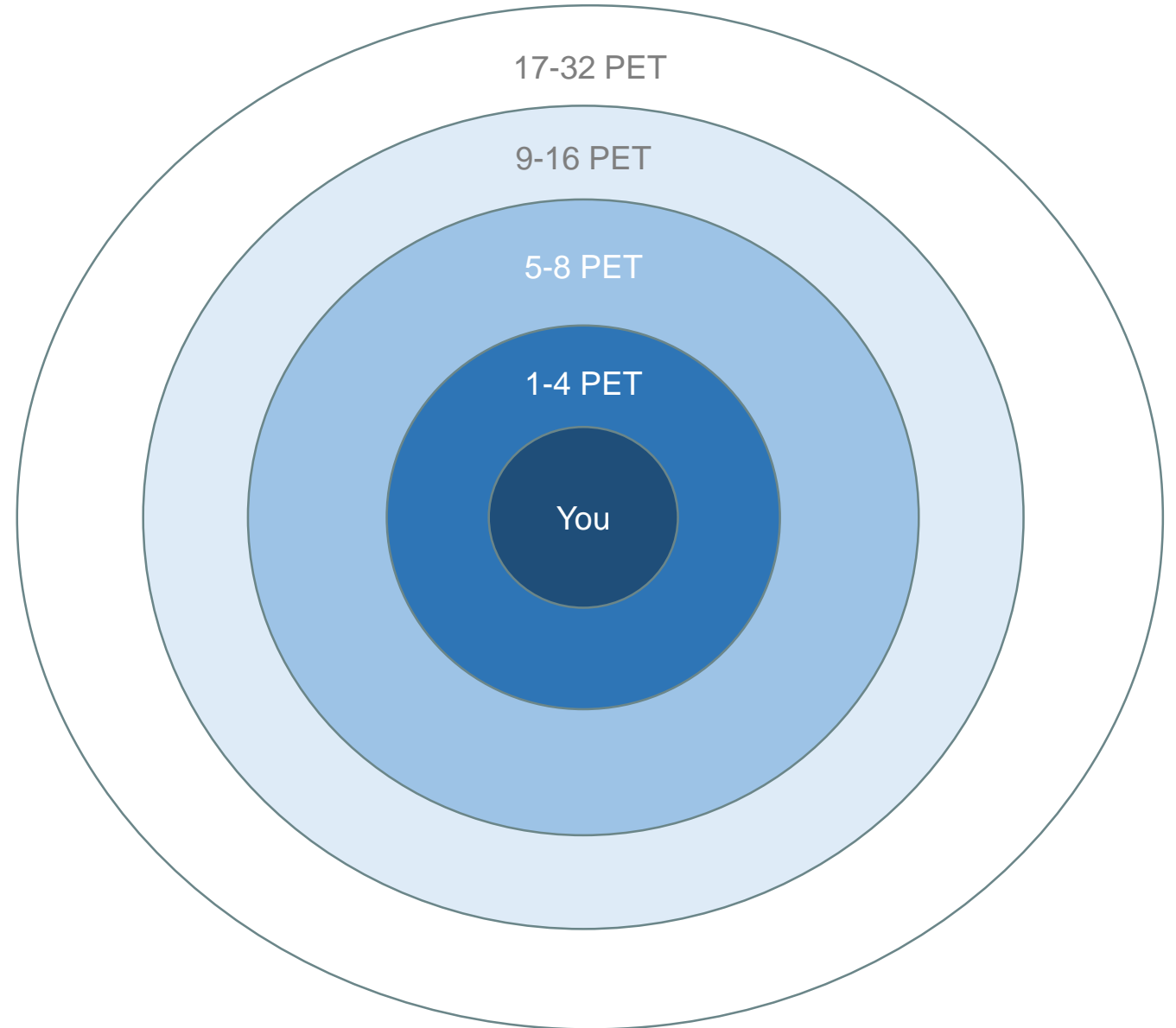
- Must be Executive Lifestyle Bonus Qualified
- Personally earn a minimum of 40 LIA points
- Have a recognition rank of 5-Star Golden Circle or higher



# 5-Star Depth Bonus

Dec. 28, 2020 – June 27, 2021

Get rewarded with up to **\$25,000** monthly for developing depth using Leader in Action.



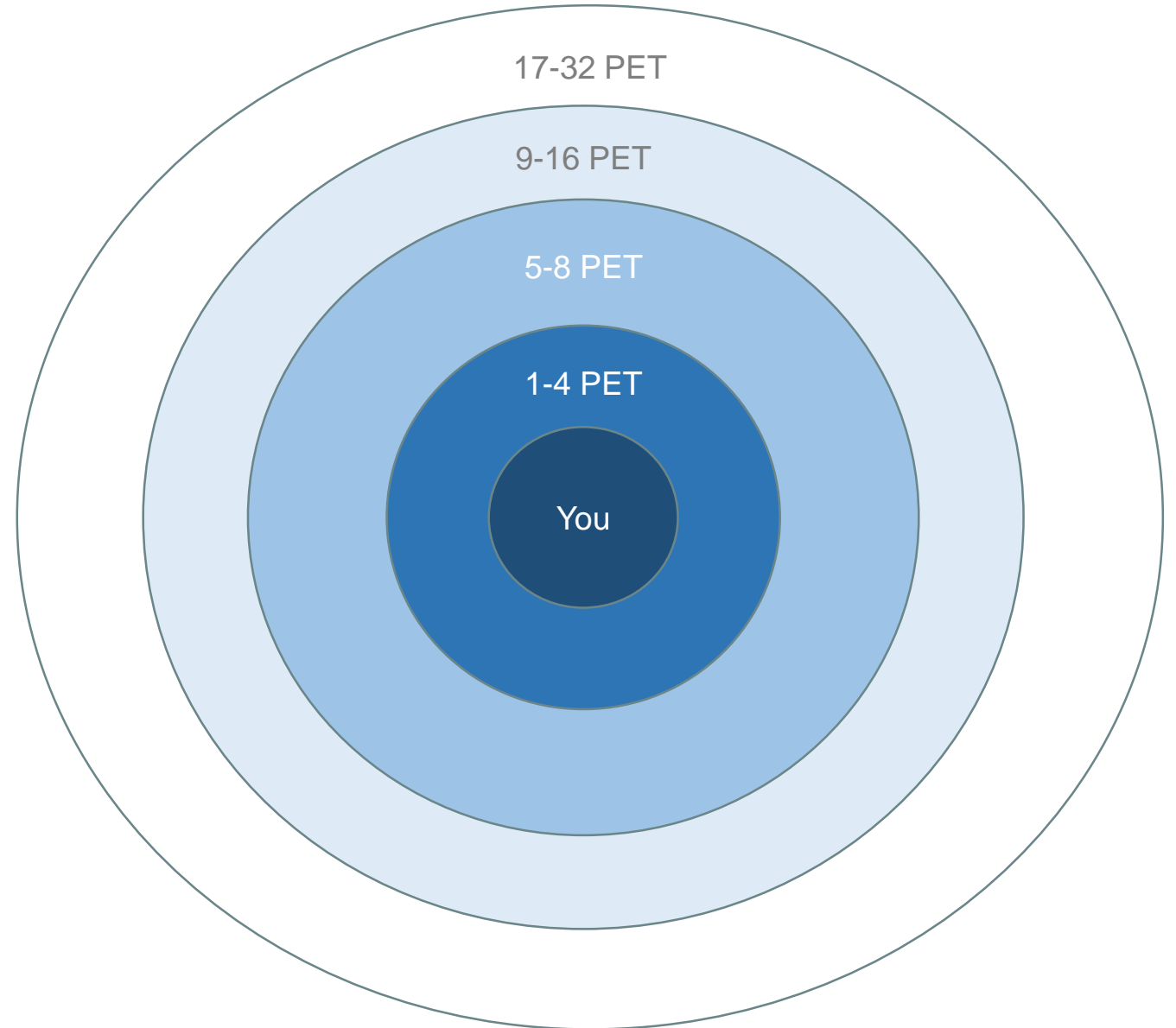
# 5-Star Depth Bonus

Dec. 28, 2020 – June 27, 2021

Get rewarded with up to **\$25,000** monthly for developing depth using Leader in Action.



Number of people you can earn \$125 bonus on if they have a **minimum of 20 LIA points**



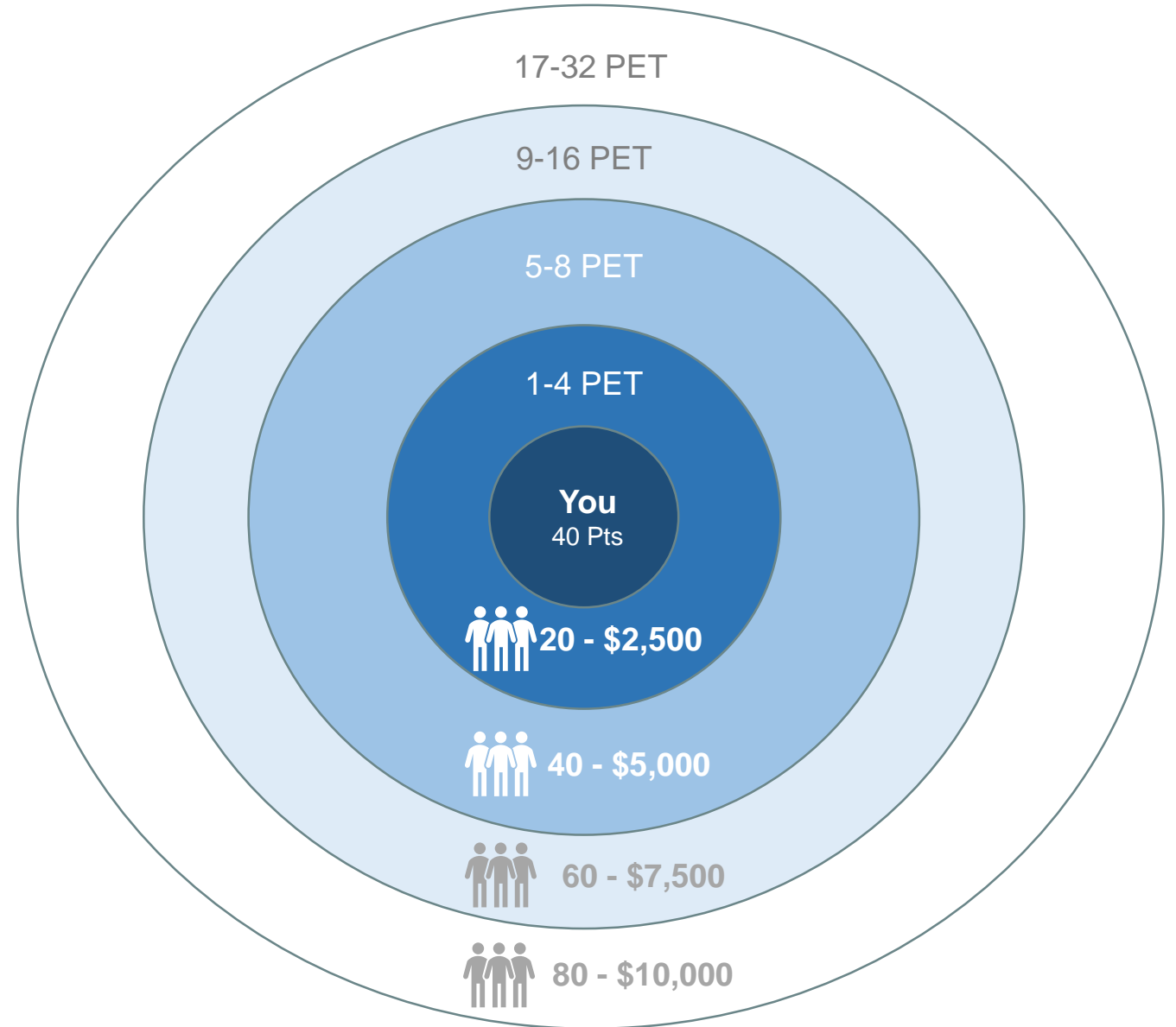
# 5-Star Depth Bonus

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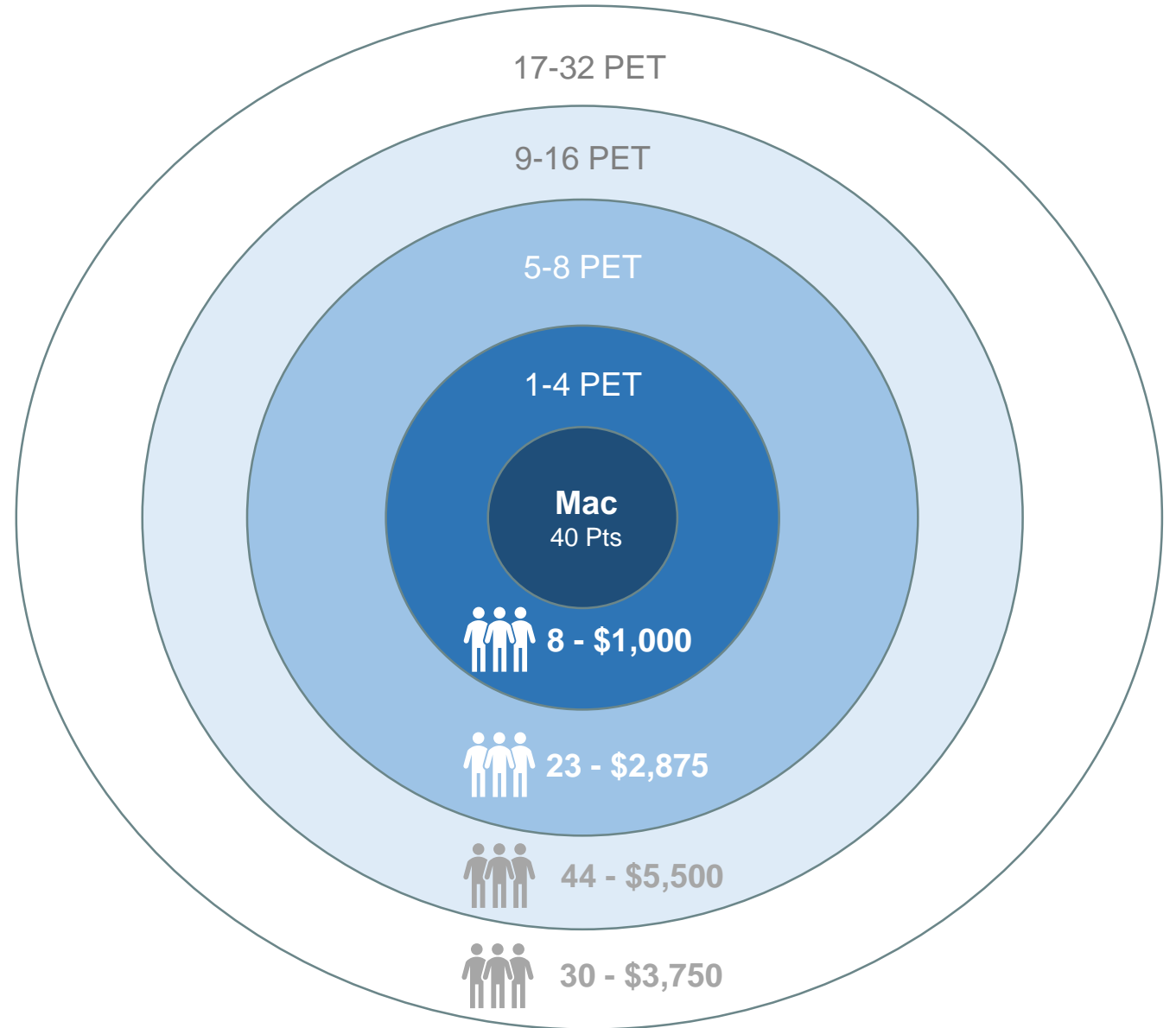


# 5-Star Depth Bonus

Dec. 28, 2020 – June 27, 2021

## Example

1. Mac qualifies for the bonus this month with 40 LIA points and being ELB qualified
2. 105 people in his 32-PET had a minimum of 20 LIA Points
3. Mac earns a bonus this month of **US\$13,125**



# Important Notes

- To unlock this bonus on each month, Recognition Rank 5-Star and above leaders need a minimum of 40 Leader in Action points and be Executive Leadership Bonus qualified.
- To earn the \$125 bonus on someone within your 32PET, they need a minimum of 20 Leader in Action points and one point in each category
- For Platinum members, we will follow the rules for Leader in Action for combining points:
  - Enrollments combined across centers
  - 2PET enrollments cap at 20 across centers
  - PERA combined across centers
  - Active Rank Points cap at 16 or 20 across centers
- Reporting is critical from the beginning to give you visibility to your team
- You don't need to completely fill out the first ring to unlock the other rings – you earn the bonus for team members wherever they are in your 32-PET immediately!

**Thank You!**

**Let's be in action to make  
2021 amazing!**