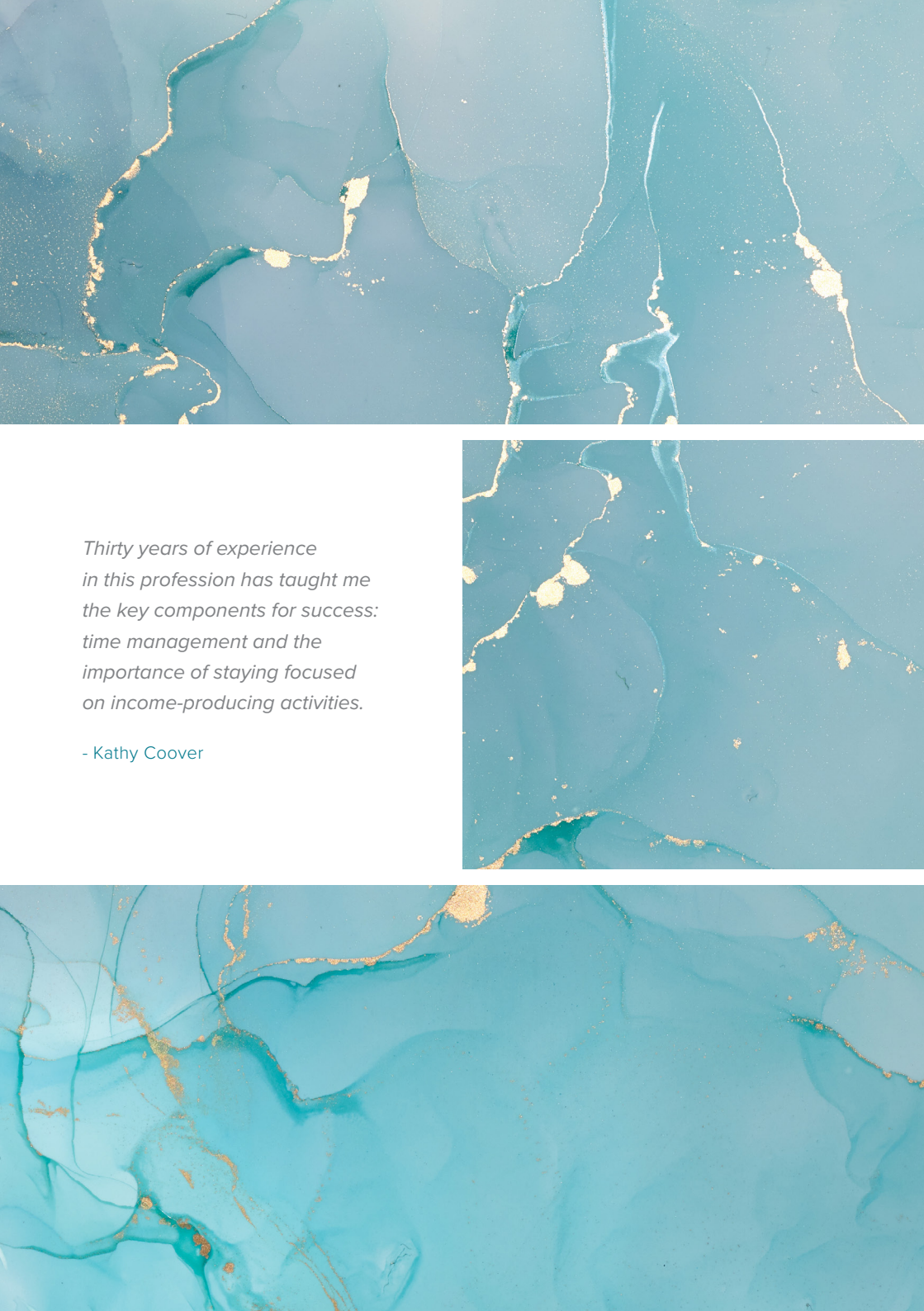




6 - WEEK

ACTION PLAN

ISAGENIX.

The background of the entire page is a marbled pattern in shades of teal and blue, accented with thin, irregular veins of gold. The pattern is organic and fluid, resembling liquid paint or stone. The text is centered in the white rectangular area on the left side of the page.

*Thirty years of experience
in this profession has taught me
the key components for success:
time management and the
importance of staying focused
on income-producing activities.*

- Kathy Coover

HELLO, AND WELCOME!

If you're reading this, congratulations, you have taken the first step towards success, freedom and abundance. Get ready to experience a transformation beyond physicality, explore your maximum potential, live your ideal life and become so fired up you are unstoppable.

The workforce has changed, no longer do we want to trade time for money and work towards someone else's vision. The demand for businesses built on passion is growing, and Isagenix Independent Associates have been setting the trend for over 19 years creating healthier and happier lives.

We started this company to help individuals get healthy, earn a residual income and become the best version of themselves. We left the possibilities uncapped to allow you to scale your Isagenix business based on the actions you take.

So if you're ready to make a change, then let this plan be a compass for you — not just for the next day or two but for every day forward. Find your 'why', your purpose, write it down and let it be your emotional fuel driving you toward success. It's time to build your confidence, create authentic connections and each step of the way be guided by actions to reach and exceed your goals.

To your success,



Kathy Coover

Isagenix Co-Founder and Executive Vice President



WEEKLY ACTIVITIES OUTLINE

Each week, strive to build new connections, support your customers and rank advance your team by completing at least one of the following activities.

CONNECTING

- Reach out to an old friend/customer
- 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

SHARING ISAGENIX

- Host an event in your home
- Take a prospect out for coffee
- Have a three-way call with your prospective new Customer and your support team
- Share your/customers story on social media
- Send a prospective customer a tool (eg video)

TEACHING OR TRAINING

- Cheer on a new product user
- Post on your team Facebook page
- Show your new customer how to get their products paid for
- 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
- Help your team member enroll someone new

For more ideas about income-producing activities,
join our Isagenix Business ANZ Facebook group:



FINDING YOUR PURPOSE

What drives you? It's time to GET CRYSTAL CLEAR ON YOUR PURPOSE. Knowing your purpose can help you break through unexpected obstacles and guide you in prioritising your time, focus and talents. Answer the following questions to clarify exactly why you're here to take action.

1. If you had more time in your week/month/year to do more of what your love doing - what would that look and sound like? *eg - cooking, learn a new language, redecorate*

.....

.....

.....

2. If money and time was no obstacle, what would the vision of your life look like? *eg - new house, travel, etc*

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3. If you were to dream really big, with no limits and be courageous, what would give you ultimate fulfillment in life? *eg - charity, give back etc*

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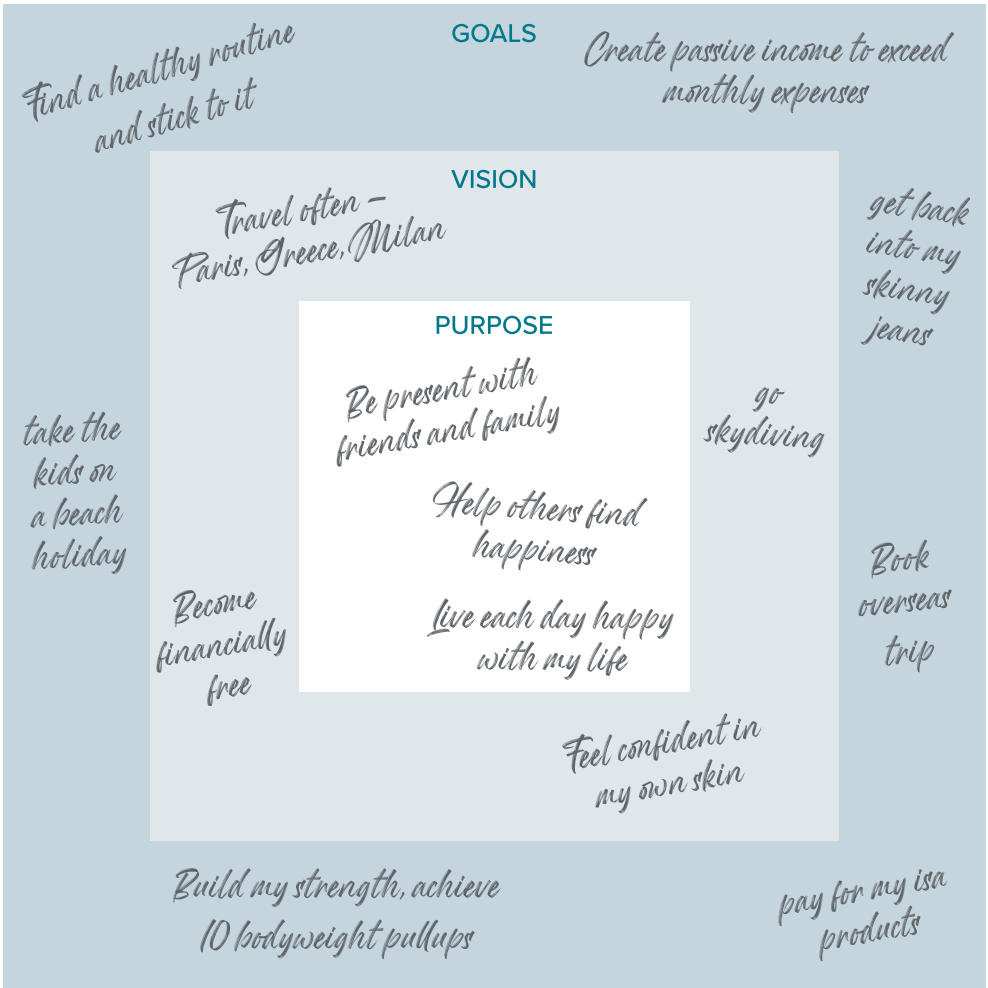
For more tips on finding your purpose watch these additional training videos.



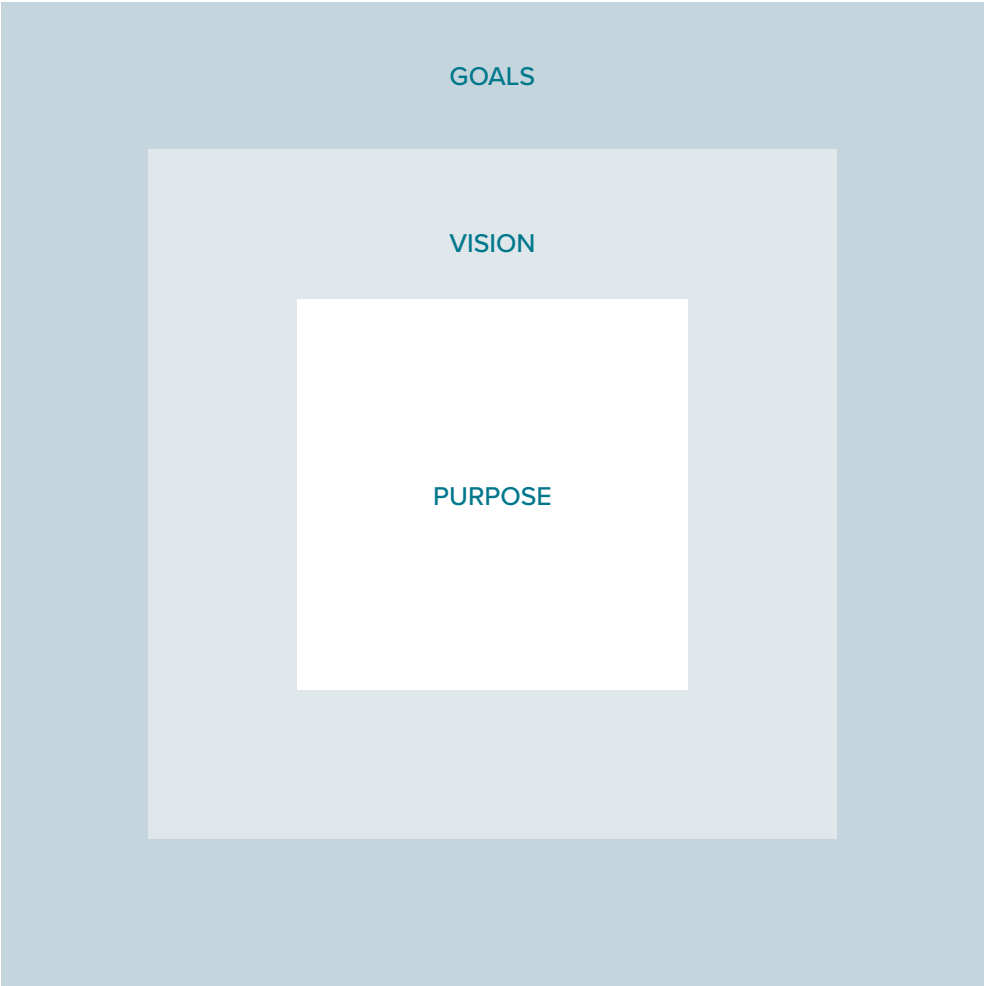
DESIGN A POWERFUL VISION FOR YOUR FUTURE

Some examples you could include are: Health milestones, travel destinations, Isagenix career milestones, new skills or talents, experiences to enjoy

Example:



Draw this out and keep it somewhere for you to see every day



HOW TO BUILD YOUR NEXT 6-WEEKS

STEP 1: 6-WEEK GOALS

Set your stretch goals for the next 6 weeks! 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.

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: AN IDEAL WEEK

Life is busy, and we all manage our time a little differently to allow for our daily commitments. Use this outline to identify your pockets of time and leverage this schedule to plan your income producing activities each week.

STEP 4: AN HOUR A DAY

Have an hour a day to work on your business today? Here are some quick tasks you can do to keep you engaged in your business. Plan these out each week to keep yourself focused on these income-producing activities.

STEP 5: WEEKLY CHECKLIST

Fill out your Weekly Checklist 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!

Once you've completed your 6-week action plan, repeat the process to continue working towards the goals you've set.

AN 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.

		MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
MORNING	5 AM - 6 AM							
	6 AM - 7 AM							
	7 AM - 8 AM							
	8 AM - 9 AM							
	9 AM - 10 AM							
	10 AM - 11 AM							
	11 AM - 12 PM							
AFTERNOON	12 PM - 1 PM							
	1 PM - 2 PM							
	2 PM - 3 PM							
	3 PM - 4 PM							
	4 PM - 5 PM							
	5 PM - 6 PM							
	6 PM - 7 PM							
EVENING	7 PM - 8 PM							
	8 PM - 9 PM							
	9 PM - 10 PM							
	10 PM - 11 PM							
	11 PM - 12 AM							

AN HOUR 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.

SHARE ISAGENIX

(30 minutes)

Present the Isagenix opportunity to someone new at a cafe, in your home or on a zoom. 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.

SOCIAL MEDIA POST

(10 minutes)

Facebook, Instagram, Linked In! 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.

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 PROVIDE SUPPORT

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.

MY 6-WEEK GOAL IS

.....

.....

This goal is important to me because

.....

.....

I will achieve this by

.....

.....

How will I know when I achieve this goal?

.....

.....

Some distractions I will eliminate during this time are

(eg – watching tv, scrolling social media)

.....

.....

To help me achieve my goal I will

(eg – organise my office, create a new contact list, delegate tasks to family or team members, participate in a 30-day reset)

.....

.....

The activities I will focus on for the next 6 weeks are

(eg – hosting a weekly event, adding new contacts to my list, double pibs,, creating consultants, promoting events)

The actions I will take to help me with these activities are

(eg – join a new yoga studio, sharing a story on social media, showing my team how they can earn money, host team training calls, spend time inviting to events)

What are the possible obstacles which could stop me from achieving my goal?

How will I keep myself accountable?

How am I going to feel when I reach my goal?

How am I going to celebrate when I reach my goal?

I will commit to tracking my weekly actions using the Weekly Checklists ☐

LEADERSHIP DEVELOPMENT

How can you assist your team in developing their purpose and vision?

What are you team members 6 Weeks goals?

What are you willing to do as a leader to help them achieve their goals?

How will you keep them accountable?

“

*Individually we are one drop,
together, we are an ocean*

”

- Ryunosuke Satoro

A FORMULA FOR CONSISTENT SUCCESS

$$\begin{array}{rcl} & 80\% & \text{Income-Producing Activities} \\ + & 20\% & \text{Personal and Team Development} \end{array}$$

100% Commitment to Consistent Success

CONNECTING WITH PASSION

Naturally, when you deeply believe in something, you'll want to share it with those around you. Luckily, building a successful Isagenix Business is all about building those authentic relationships.

THE RIGHT MINDSET

- **It's Not About You – It's About Them**

You are simply having conversation with the intention of getting to know someone. Ask open-ended questions, and find out what interests them.

- **Don't Have an Agenda - Be Interested, Not Interesting**

You should only be doing about 20 percent of the talking. Build trust by listening.

- **Your Posture and Mindset Dictate Theirs**

Come from a place of positivity and confidence.

- **Be Truly Authentic**

Are you being your open and true self? If not, how can you expect others to open up to you? What vulnerabilities do you have that can make you more relatable to others? Before people have an interest in the products, they need to connect with who you are first.

For more tips on connecting check out these additional training videos.





“Invest in yourself, become a person of value... and attract others to you by giving that value back to the world.”

- Lloyd and Alisha, Isagenix Millionaires



WHO DO YOU KNOW?

Identify Prospective New Customers, and Create Your List Easily!

Who do you know that wants to eat, look, feel and move better. Who do you know that's searching for more? 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.

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 self-motivated
- is enthusiastic
- is entrepreneurial
- is organized
- has desire and DRIVE
- is a people person
- is a team player
- has character and integrity
- is dependable
- is fun and friendly
- 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 gym
- the spa
- the golf club
- the tennis club
- the hair salon
- kids sports
- uni
- day care /school
- local cafe
- playground

WHO DO I KNOW?

Jot down a list of people you'd like to connect with.

AN EXECUTIVE STATE OF MIND

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 5 people join on each team leg (right and left) then help at least 5 individuals on each leg become Consultants within 180 days of becoming an Associate. If you complete this within 180 days of becoming an Associate, you will achieve Crystal Executive status.

**For more tips on achieving Crystal Executive status
watch these additional training videos:**



- US\$50
- + US\$250
- + US\$750
- + US\$1,000
- + US\$1,000

Consultant Advancement Bonus

Crystal Manager Bonus (achieve within 60 days of becoming an Associate)

Crystal Director Bonus (achieve within 120 days of becoming an Associate)

Crystal Executive Bonus (achieve within 180 days of becoming an Associate)

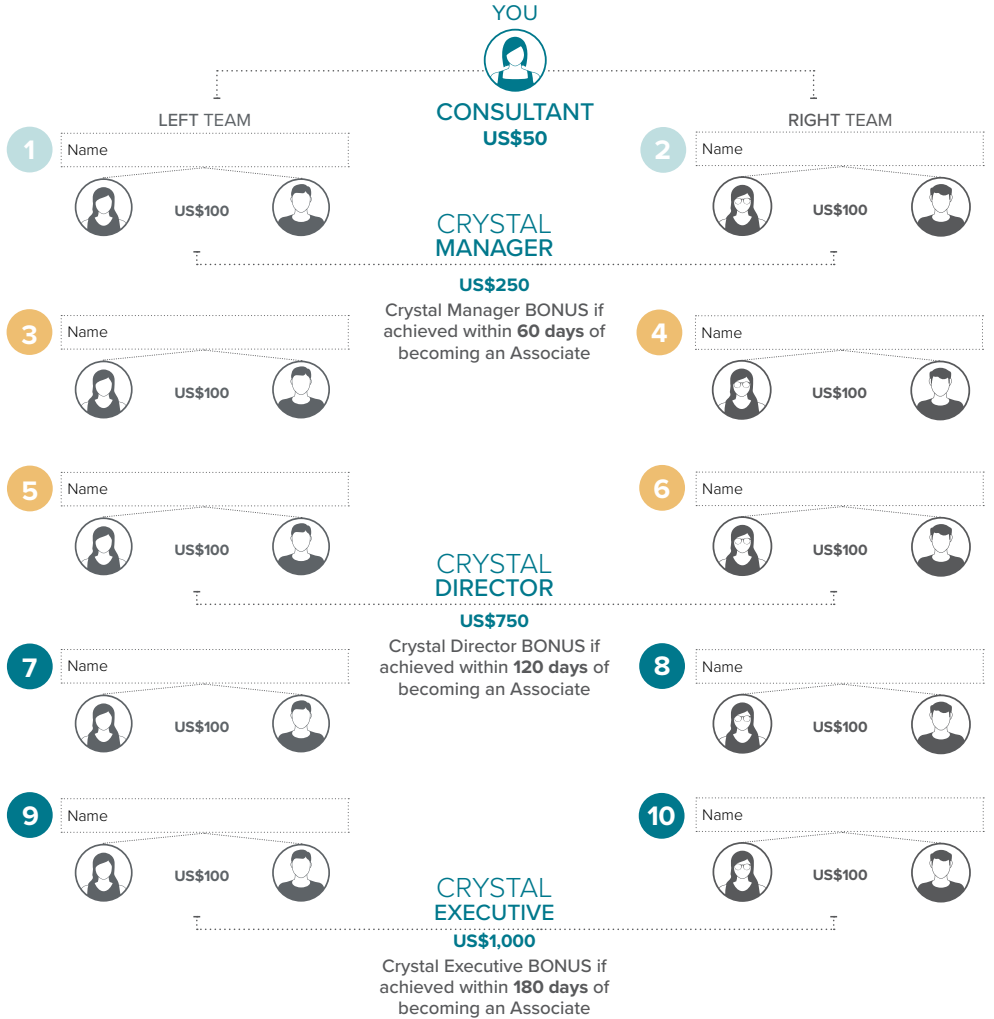
Consultant Development Bonus (\$100 each personally enrolled Consultant)

**YOU SHARE
THEY SHARE x5
REPEAT**

= up to **US\$3,050** in Bonus Money!*

(Associate to Crystal Executive 180 days)

**GOAL DATE TO
BE COMPLETED:**



* 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. For qualifying Associates, each bonus can only be achieved if the rank is achieved within the time frame stated. The time frame begins when a Preferred Customer becomes an Associate.

All dollar amounts are shown in USD. 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 USD 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.

CONNECT WITH YOUR STORY

SHARE YOUR STORY

Sharing your story can be one of the most effective ways to market your Isagenix business, so it's important to ensure it's shared in a compliant way.

ALWAYS BE SURE THAT YOUR STORY:

- Is accurate and truthful.
- Gives reasonable expectations.
- NEVER suggests products treat, cure or prevent any disease.
- NEVER promises, implies or guarantees financial or physical results.

Always follow these guidelines in print, verbal and written presentations, on social media and other online outlets, and even in casual conversation.

For more tips on sharing your story, sharing Isagenix and how to support your customers watch these additional training videos



FOLLOW UP AND OVERCOME OBJECTIONS

NEED HELP OVERCOMING OBJECTIONS? USE 'FEEL, FELT, FOUND!'

An effective way to address questions and objections is by listening and showing understanding. Try the 'Feel, Felt, Found' method. For example, you might say:

"I understand how you feel. I felt hesitant about buying a 30-day supply of food all at once, too, but when I started using the system, I found that I spent less than usual throughout the month because I wasn't eating out nearly as much as I did before I found Isagenix."

GET YOUR NEW MEMBERS STARTED


Supporting your Customers is different than supporting your business builders; each need your leadership in different ways.

CREATE CUSTOMERS FOR LIFE

Always touch base with your Customers once they have received their first Isagenix box. Make sure they know you are available to answer questions and explain how to use their new products. Encourage your new Customers to register for the IsaBody Challenge® to give them the ultimate product experience by keeping them engaged and accountable to their goals.

FOSTER ACCOUNTABILITY

Be a dedicated accountability coach by helping your team members stay committed to their 6 Week Action Plan goals.



"You can't control when someone decides they are ready, but you can control how many seeds you plant each day. You can control how many conversations you have and how good those conversations are."

- Andrew Logan

CRAFT YOUR STORY THE 4 KEY ELEMENTS

YOUR BACKGROUND

THE THINGS YOU DIDN'T LIKE ABOUT YOUR BACKGROUND

HOW YOU FOUND A SOLUTION

YOUR RESULTS, OR HOW YOU FEEL ABOUT YOUR FUTURE

Story Examples:

"10 years ago I was really struggling to lose weight before our wedding. I was doing everything I could to prepare meals from scratch, working out every day but could not shift the final 5 kilos. Some friends had been trying a new system and were getting great results so I reached out to them for help. Within my first 30 days I released 6kgs, and the best part was that I looked and felt amazing on my special day"

"Before I started this program I thought I was eating healthy, but I was really tired, overweight, wasn't happy with my body and didn't really know how to get in shape. I tried jogging and eating salad but I found that when I dieted I was always hungry. Then my sister introduced me to Isagenix, and as a result I lost 13kgs, had more energy and have been able to keep the weight off for 7 years. It is the best health decision I have made"

"My wife and I were at a cross road in our life financially, newly married and wanting to grow our family and spend more time together. We ran our own business and began investing in property but weren't getting closer to our goal. Friends of ours had started a side hustle and were earning an extra income stream. We reached out to them for help, they coached and mentored us and as a result we have now been able to create our own income stream and help others do the same. We are now financially free and get to spend as much time as we like as a family"

"I was looking for a way to earn some extra income, being in the property industry my income was never consistent. After using the Isagenix products and achieving great results we found out that there was a way to earn money by helping others with their health. We jumped in and tried it and earned \$400 in our first month and thought WOW, if we can do this each month we could really make an impact to our finances. It was the best financial decision we made, 7 years on we have now earned over 1 million dollars."

WEEK 1 CHECKLIST

Activity	MONDAY	TUESDAY
New Connections (offline and online)		
Times I have shared my story with someone		
Social Media Posts		
Follow-Ups		
3-Way Calls/Messages		
Event invitations		
Hours of Personal Development		
Invites to Review a tool (eg - video, webinar, invite to event)		
Helping team members share Isagenix		
New Members (Enrolments)		
Personal Rank Advancements		
Team Rank Advancements		
Focus/Goal for the Week:		
Gratitude for the Week:		
Takeaways/Lessons Learned This Week:		
Hours of Business and/or Product Training		

WEEK 2 CHECKLIST

Activity	MONDAY	TUESDAY
New Connections (offline and online)		
Times I have shared my story with someone		
Social Media Posts		
Follow-Ups		
3-Way Calls/Messages		
Event invitations		
Hours of Personal Development		
Invites to Review a tool (eg - video, webinar, invite to event)		
Helping team members share Isagenix		
New Members (Enrolments)		
Personal Rank Advancements		
Team Rank Advancements		
Focus/Goal for the Week:		
Gratitude for the Week:		
Takeaways/Lessons Learned This Week:		
Hours of Business and/or Product Training		

WEEK 3 CHECKLIST

Activity	MONDAY	TUESDAY
New Connections (offline and online)		
Times I have shared my story with someone		
Social Media Posts		
Follow-Ups		
3-Way Calls/Messages		
Event invitations		
Hours of Personal Development		
Invites to Review a tool (eg - video, webinar, invite to event)		
Helping team members share Isagenix		
New Members (Enrolments)		
Personal Rank Advancements		
Team Rank Advancements		
Focus/Goal for the Week:		
Gratitude for the Week:		
Takeaways/Lessons Learned This Week:		
Hours of Business and/or Product Training		

WEEK 4 CHECKLIST

Activity	MONDAY	TUESDAY
New Connections (offline and online)		
Times I have shared my story with someone		
Social Media Posts		
Follow-Ups		
3-Way Calls/Messages		
Event invitations		
Hours of Personal Development		
Invites to Review a tool (eg - video, webinar, invite to event)		
Helping team members share Isagenix		
New Members (Enrolments)		
Personal Rank Advancements		
Team Rank Advancements		
Focus/Goal for the Week:		
Gratitude for the Week:		
Takeaways/Lessons Learned This Week:		
Hours of Business and/or Product Training		

WEEK 5 CHECKLIST

Activity	MONDAY	TUESDAY
New Connections (offline and online)		
Times I have shared my story with someone		
Social Media Posts		
Follow-Ups		
3-Way Calls/Messages		
Event invitations		
Hours of Personal Development		
Invites to Review a tool (eg - video, webinar, invite to event)		
Helping team members share Isagenix		
New Members (Enrolments)		
Personal Rank Advancements		
Team Rank Advancements		
Focus/Goal for the Week:		
Gratitude for the Week:		
Takeaways/Lessons Learned This Week:		
Hours of Business and/or Product Training		

WEEK 6 CHECKLIST

Activity	MONDAY	TUESDAY
New Connections (offline and online)		
Times I have shared my story with someone		
Social Media Posts		
Follow-Ups		
3-Way Calls/Messages		
Event invitations		
Hours of Personal Development		
Invites to Review a tool (eg - video, webinar, invite to event)		
Helping team members share Isagenix		
New Members (Enrolments)		
Personal Rank Advancements		
Team Rank Advancements		
Focus/Goal for the Week:		
Gratitude for the Week:		
Takeaways/Lessons Learned This Week:		
Hours of Business and/or Product Training		

RESOURCES WEBSITE GUIDE



[anz.IsagenixBusiness](#)

Access tools, training, and resources alongside our live calendar to build your business.

VIDEOS



[Videos and Sharables](#)

Introduce your prospective new Customers to what Isagenix is all about with these social sharable tools.

SHARABLES



[anz.IsaFYI](#)

Explore the blog that informs, entertains, and motivates people to take part in an Isagenix lifestyle.



[Isagenix Business ANZ Facebook Group](#)

Lean on us and your fellow Isagenix Independent Associates for business-building news and advice.



[IsaBody Challenge](#)

Register for this 16-week transformation challenge.



[IsagenixHealth.net](#)

Get valuable health and wellness info, and learn about the science behind our products.



[IsaSalesTools.com.au](#)

Purchase and download proven business-building tools.



[STARTYourLife.com](#)

Introduce those ages 18-35 to the START vision through Isagenix.



[Isagenix Compliance](#)

View policies and procedures, tools, and resources.



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