

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.



#### **HELLO, AND WELCOME!**

If you're reading this, congratulate yourself on committing to exploring what your life could look like if you made a change. Just one little change. This plan is an essential guide to help you reach your maximum potential.

Get ready to experience a transformation, not just physically but financially and emotionally, too. Prepare to live your ideal life. Imagine having enough energy to do whatever you want. Waking up feeling fantastic and excited to start your day. Spending more time with your family. Being so fired up about something that you become unstoppable. This is the start of a healthy change.

We all know the workforce is changing; it's a fact we can't ignore. People all over the world are taking control of their time by finding work that offers them flexibility, freedom and fulfillment — a major shift from the typical challenges that come from working toward someone else's vision. This is the definition of the gig economy — only we've been setting the trend for over 17 years — and we want you to join us on this journey.

The demand for businesses built on passion is growing. Our Isagenix® Independent Associates stand behind our business model because they've experienced how transformative our products are. Naturally, when you deeply believe in something, you'll want to share it with those around you. Let us be the vehicle to help you do just that. And in the process, we can offer tools to help you achieve real solutions while earning an income with low starting costs, support and training, and no caps on earning potential.

We started this company to help individuals get healthy, earn a residual income and become a better version of themselves. The best part about building an Isagenix business is that your effort can be scaled to fit your needs — whether you're aiming to save a little for a trip or earn extra money to pay a few bills. Your business can go from being a part-time gig to a full-time career! It's up to you. What will you choose?

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. Don't leave home without it, because when your goals are visible, that's when you're most likely to succeed.

This 90-Day Action Plan encompasses everything you need, starting with your 'why', your emotional fuel. Then we'll cover the basics, so you feel confident when reaching out to potential Customers. Finally, we'll identify the actions you should be taking daily and weekly to reach your goals.

To your success,

Kathy Coover

Isagenix Co-Founder and Executive Vice President

#### WHAT IS THE 90-DAY ACTION PLAN?

Welcome to your new best friend! The 90-Day Action Plan is a tool to help you accomplish measurable outcomes and massive action.

#### **HOW TO USE THE 90-DAY ACTION PLAN**

Carry this planner with you every day and keep track of your goals and income-producing activities. The 90-Day Action Plan will help you keep your goals at the top of your mind, and push you to take daily action towards achieving them.

#### WHY SHOULD YOU USE THE 90-DAY ACTION PLAN?

Clinical psychologist Dr. Gail Matthews has studied goal achievement. Her research found that participants who wrote down their goals achieved significantly more than those who only thought about their goals. The study also demonstrated the effectiveness of accountability and commitment. What does that mean? Participants who wrote down both goals and action commitments were more likely to achieve those goals. Better yet, participants who formulated action commitments, sent their goals and commitments to a supportive friend AND sent weekly progress reports to that same friend were the most likely to reach their goals.

| Written Goals   | 43% accomplished goal |
|---|-----------------------|
| Written Goals and Action Commitments                  | 64% accomplished goal |
| Written Goals, Action Commitments and Weekly Progress | 76% accomplished goal |

Source: www.dominican.edu/dominicannews/dominican-research-cited-in-forbes-article

#### WHO SHOULD USE THE 90-DAY ACTION PLAN?

Anyone who is serious about building their Isagenix business or is ready to become a professional network marketer. If you want to achieve your goals, the 90-Day Action Plan will help you identify the steps you need to build strong business-building habits. Whether you're new to network marketing or a seasoned professional ready to break through with momentum, the 90-Day Action Plan is your map to focused success.

#### 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. What changes would you make to feel truly fulfilled in your life?   |
|--|
|  |
| 2. If you could improve your life/lifestyle, what would it take? What would that look like?                    |
|  |
| 3. What excites you? What are you passionate about?  |
|  |
| 4. If you designed your life, what would it look like? What would it feel like to live that life?              |
|  |
| 5. If you had all the means necessary, where would you make the biggest impact? (Family, health, income, etc.) |
|  |

It's not about what you want ...

it's about how badly do you want it ...

what are you willing to endure to get it?

- Gabrielle Deane

#### **SET YOUR SCHEDULE**

| Are | zou buildina | a full- d | or part-time | husiness | Set v | vour schedule. | and be | intentional | with v | vour time |
|-----|--------------|-----------|--------------|----------|-------|----------------|--------|-------------|--------|-----------|
|     |              |           |              |          |       |                |        |             |        |           |

How many hours a week will you dedicate to your business?

What time is off-limits for personal or family time?

#### TWO TIPS TO SUPERCHARGE YOUR SCHEDULE

- 1. Schedule a *power hour* to complete the following:
  - Add 3 new people to your contact list.
  - Send 5 text messages to people from your contact list.
  - Schedule 2 follow-up appointments for next week.
  - Invite 3 people to an in-home party, event or training call.
  - Post a well-crafted image or video on social media to create interest.
- 2. Schedule 15 minutes of focus to accomplish these tasks:
  - Send 5 text messages.
  - Make 1 follow-up call.
  - Schedule a 3-way call.
  - Post a quick image or video on social media to create interest.

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

#### A BUSINESS THAT FITS YOUR LIFE

First and foremost, remove distractions and build a schedule that allows you to concentrate solely on two types of activities:

**Income-Producing Activities** - Work that focuses on increasing your income by expanding your Customer base or sales volume.

- Making real connections every day.
- Sharing Isagenix tools and following up.
- Helping a new Customer pick their first pack or system.
- Hosting an in-home party.
- Creating targeted interest on social media.

**Personal and Team Development** - Work that supports your business but does not directly result in team growth or increased business volume (BV).

- Recognising a team member on social media.
- Learning or sharing the You Share, They Share, Repeat<sup>™</sup> script.
- Wearing your Isagenix gear in public.
- Setting your schedule.
- Creating a vision board.
- Attending events.

#### A FORMULA FOR CONSISTENT SUCCESS

| Income-Producing Activities  Personal and Team Development |
|--|
| 100% Commitment to Consistent Success                      |
|  |
|  |
|  |

### **MY 90-DAY 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 90 days are (eg - hosting a weekly in home event, adding new contacts to my list, creating consultants, promoting events) The actions I will take to help me with these activities are (eg - join a new yoga studio, create invitations for my event, showing my team how they can earn money, host team training calls, spend time inviting to events) I will commit to tracking my weekly actions using the Weekly Checklists

| 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?                           |
|   |

### THE TIME FOR **ACTION IS NOW**

### **ACHIEVE** YOUR VISION

Everything you've already accomplished in this workbook determines the daily actions you will take over the next 90 days.

> Stay committed. Stay excited. Stay clear on your vision!

It's up to you to make your vision a reality.

#### **WEEKLY** OUTLINE

#### **30-DAY BLITZ OUTLINE**

Isagenix will host three 30-day blitzes over the next 90 days. Each 30 days will be set up as follows:

#### WEEKS 1-2 Focus on:

#### CONNECTING

Use your 'Who Do You Know?' list on the next pages, and start calling your prospects. Share the Isagenix story! Invite your friends and family to watch a movie at ANZ.IsaMovie.com, set up a one-on-one meeting and invite them to your next in-home presentation or event. Start those organic conversations and begin to hone your skills on sharing Isagenix naturally with people you meet. This is all about planting the seeds to massive growth!

#### **WEEK 3** Focus on:

#### INVITING + HOSTING EVENT + ENROLLING

This week is all about presenting, following up and enrolling. Host a presentation at your home, at a team member's home or even at a restaurant or cafe. Attend an Isagenix corporate-sponsored event in your local city. Follow up with everyone you prospected in Weeks 1-2. Be sure to have your new team members sign up for the IsaBody Challenge® upon enrolment, and take them through the New Member Checklist.

#### WEEK 4 Focus on:

#### RETAINING AND RANK ADVANCING

Guide any new enrolments from Week 3 through You Share, They Share, Repeat™ on Page 20. Also, show new team members ANZ.IsaMovie.com and ANZ.IsagenixBusiness.com. Ask them to start a 'Who Do You Know?' list so they can start plugging into the next 30 days with you! Once you have their list, you can help them call people because another 30-day blitz is coming up!

#### **WEEKS 1 + 2**

#### **CONNECTING WITH PASSION**

Sometimes, it's hard to consider an Isagenix business as a business because it's not the conventional 9-to-5. This business is ALL about connecting and building 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.

My only mission is to be a professional friend maker.

- Morgan Nelson

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

<sup>-</sup> Lloyd and Alisha

#### WHO DO I KNOW?

| Jot down a list of people you'd like to connect with. |                |
|---|----------------|
| Name  | Follow-Up Date |
|   |                |
|   |                |
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#### **WEEK 3: Presenting, Following up + Enrolling**

#### **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.

#### 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. Start by reviewing the New Member Checklist available at ANZ.IsagenixBusiness.com with each of your new Members.

#### **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 90-Day Action Plan goals.

#### **CRAFT YOUR STORY**

#### THE 4 KEY ELEMENTS

| YOUR BACKGROUND                                      |
|--|
| THE THINGS YOU DIDN'T LIKE ABOUT YOUR BACKGROUND     |
|  |
| HOW NETWORK MARKETING OR ISAGENIX CAME TO THE RESCUE |
| YOUR RESULTS, OR HOW YOU FEEL ABOUT YOUR FUTURE      |
|  |

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.

<sup>-</sup> Andrew Logan

One of my favourite quotes is from Tony Robbins, 'The only limit to your impact is your imagination & commitment'.

- Jo Mould

| Breath belie | 6: | /s · · · · | <br>- 1: |
|--------------|----|------------|----------|

paid. That helps cast the vision of what's possible.

- Emma Van Der Waal

- Allan Hilzinger

If you treat every person that comes into your business like your best friend, the rest will take care of itself. People remember how you make them feel, not what you say.

### ISÄGENIX<sup>®</sup>

### YOU SHARE, THEY SHARE, REPEAT™

### THE ISAGENIX TEAM COMPENSATION PLAN AND PROMOTIONS

#### 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... that would want amazing results like yours?

There are packs to suit every goal and budget, but for this example let's use a Premium Pack.

Let's say that <.....name........> enrols with a Premium Pack, Isagenix will pay you an AU\$80/NZ\$100 Product Introduction Bonus known as a PIB.

Then <.....name.......... also enrols on a Premium Pack, Isagenix will pay you another AU\$80/NZ\$100 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 to Monday (Australian Time) - Isagenix will DOUBLE your bonus. That's a total of AU\$320/NZ\$400.

When you do this, you'll move to the first leadership level and Isagenix will pay you a one-time bonus of US\$50.

You have now earned a total of AU\$370/NZ\$450!

#### This is called 'You Share'.

Together we will help your two friends do exactly what you did, and share the Isagenix products with two people.

#### This is called 'They Share'.

Up to this point, you have earned a total of AU\$570/NZ\$650!

When you do this within your first 60 days of becoming an Associate, you move to the second leadership level and receive a further bonus of US\$250.

That's a grand total of AU\$820/NZ\$900. Now you can do this once and pay for your products. Or you can '**Repeat**' it as often as you like.

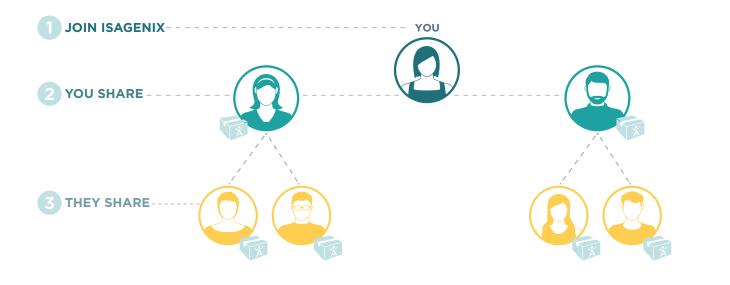
Repeating these steps can help you pay for your products each month or even build a secondary income. 'You Share, They Share, Repeat' is just the beginning, the earning potential with Isagenix is amazing!

### PRACTICE YOU SHARE, THEY SHARE, REPEAT™



**PRACTICE** HERE

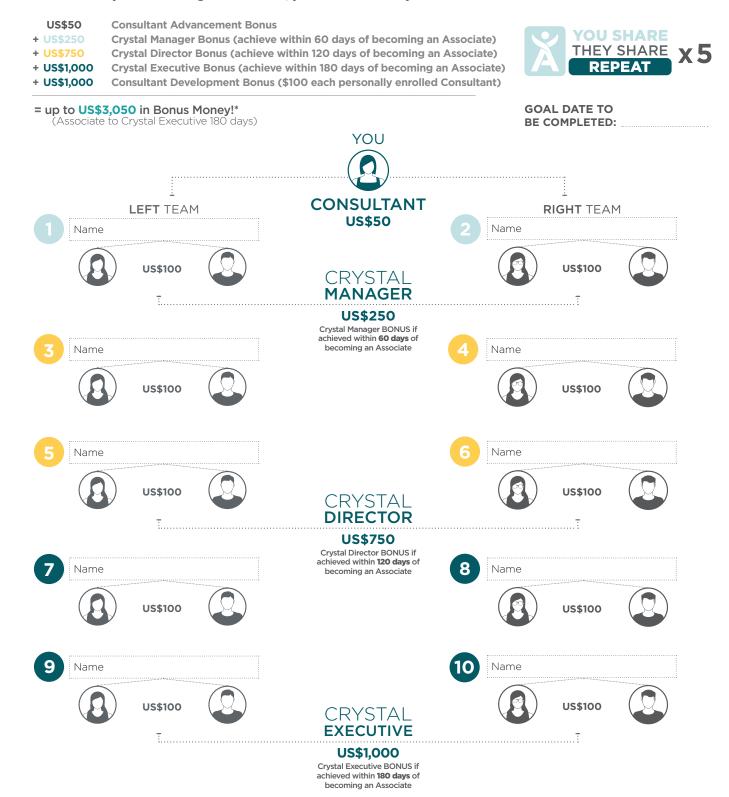
### PRACTICE YOU SHARE, THEY SHARE, REPEAT™



**PRACTICE** HERE

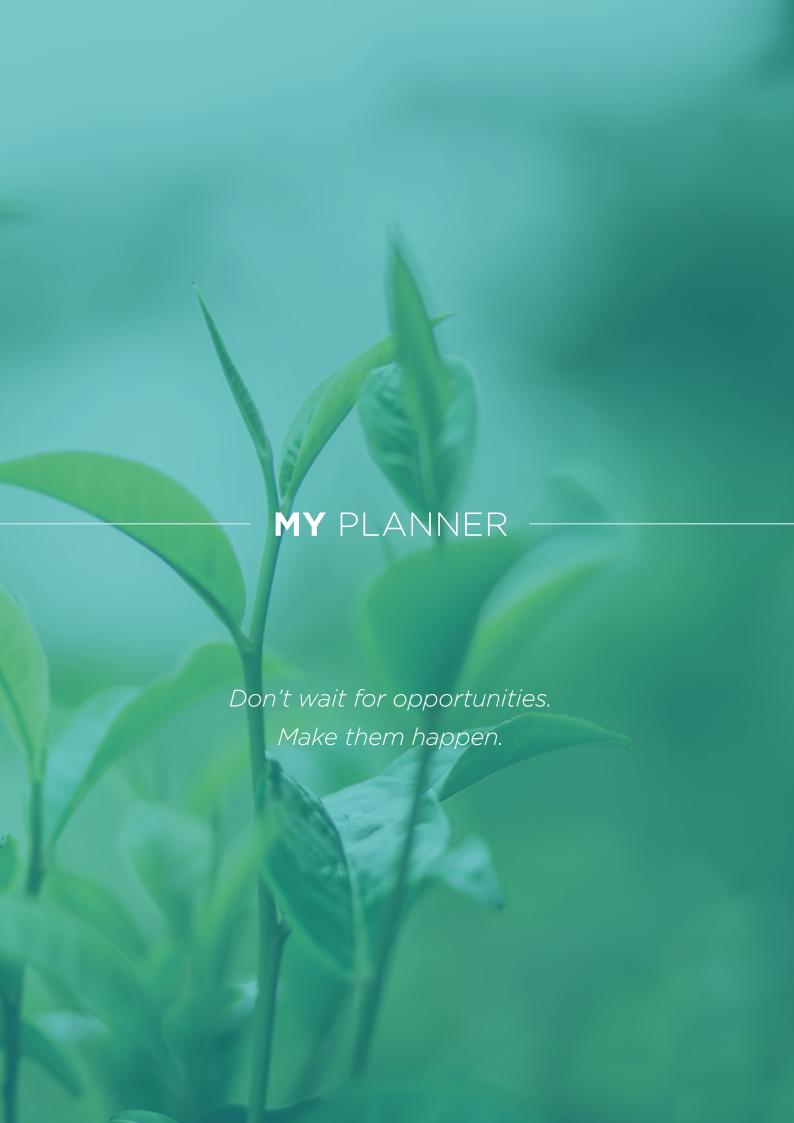
#### MAP TO CRYSTAL EXECUTIVE

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 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.



<sup>\*</sup> 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.



|     |   | MAR                         | CH   2                 | 2020                     |     |     |
|-----|---|-----------------------------|------------------------|--------------------------|-----|-----|
| SUN | MON   | TUE                         | WED                    | THUR                     | FRI | SAT |
| 1   | 2 WEEK 1  YOUR 90-DAY ACTION PLAN BEGINS TODAY! | 3                           | 4                      | 5                        | 6   | 7   |
| 8   | 9 WEEK 2  | 10                          | 11                     | 12                       | 13  | 14  |
| 15  | 16 WEEK 3  90-DAY  SYDNEY                       | 17<br>ACTION 7<br>MELBOURNE | 18<br>ZAN ROP<br>PERTH | 19<br>NOSHOW<br>AUCKLAND | 20  | 21  |
| 22  | 23 WEEK 4                                       | 24                          | 25                     | 26                       | 27  | 28  |
| 29  | 30 WEEK 1                                       | 31                          |                        |                          |     |     |

| Activity   | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY | SUNDAY |
|--|--------|---------|-----------|----------|--------|----------|--------|
| New Connections  |        |         |           |          |        |          |        |
| Times I have shared Isagenix<br>with others                  |        |         |           |          |        |          |        |
| Follow-Ups   |        |         |           |          |        |          |        |
| 3-Way Calls/Messages   |        |         |           |          |        |          |        |
| Referrals received   |        |         |           |          |        |          |        |
| Hours of Business and/or<br>Product Training                 |        |         |           |          |        |          |        |
| Hours of Personal Development                                |        |         |           |          |        |          |        |
| Social Media Posts   |        |         |           |          |        |          |        |
| Customer Appreciation/<br>Team Member Recognition            |        |         |           |          |        |          |        |
| Number of Tap Roots<br>(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:                         |        |         |           |          |        |          |        |

| New Connections Times I have shared Isagenix with others  S-Way Calls/Messages  Hours of Business and/or Product Training Hours of Personal Development Social Media Posts  Customer Appreciation/ Team Member Recognition  Number of Tap Roots (helping team members share Isagenix)  New Members (Enrolments)                |  |  |  |
|--|--|--|--|
| Times I have shared Isagenix with others  Follow-Ups  3-Way Calls/Messages  Referrals received Hours of Business and/or Product Training Hours of Personal Development Social Media Posts  Customer Appreciation/ Team Member Recognition  Number of Tap Roots (helping team members share Isagenix)  New Members (Enrolments) |  |  |  |
| Follow-Ups  3-Way Calls/Messages Referrals received Hours of Business and/or Product Training Hours of Personal Development Social Media Posts Customer Appreciation/ Team Member Recognition Number of Tap Roots (helping team members share Isagenix)  New Members (Enrolments)  |  |  |  |
| 3-Way Calls/Messages  Referrals received Hours of Business and/or Product Training Hours of Personal Development Social Media Posts Customer Appreciation/ Team Member Recognition Number of Tap Roots (helping team members share Isagenix)  New Members (Enrolments)   |  |  |  |
| Referrals received Hours of Business and/or Product Training Hours of Personal Development Social Media Posts Customer Appreciation/ Team Member Recognition Number of Tap Roots (helping team members share Isagenix)  New Members (Enrolments)   |  |  |  |
| Hours of Business and/or Product Training Hours of Personal Development Social Media Posts Customer Appreciation/ Team Member Recognition Number of Tap Roots (helping team members share Isagenix)  New Members (Enrolments)  |  |  |  |
| Hours of Personal Development  Social Media Posts  Customer Appreciation/ Team Member Recognition  Number of Tap Roots (helping team members share Isagenix)  New Members (Enrolments)   |  |  |  |
| Social Media Posts  Customer Appreciation/ Team Member Recognition  Number of Tap Roots (helping team members share Isagenix)  New Members (Enrolments)  |  |  |  |
| Customer Appreciation/ Team Member Recognition  Number of Tap Roots (helping team members share Isagenix)  New Members (Enrolments)  |  |  |  |
| Number of Tap Roots (helping team members share Isagenix)  New Members (Enrolments)  |  |  |  |
| New Members (Enrolments)   |  |  |  |
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| Personal Rank Advancements   |  |  |  |
| Team Rank Advancements   |  |  |  |
| Focus/Goal for the Week:   |  |  |  |
| Gratitude for the Week:  |  |  |  |
| Takeaways/Lessons Learned This Week:   |  |  |  |

Week 3 | 16 - 22 Mar

| Activity   | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY | SUNDAY |
|--|--------|---------|-----------|----------|--------|----------|--------|
| New Connections  |        |         |           |          |        |          |        |
| Times I have shared Isagenix<br>with others                  |        |         |           |          |        |          |        |
| Follow-Ups   |        |         |           |          |        |          |        |
| 3-Way Calls/Messages   |        |         |           |          |        |          |        |
| Referrals received   |        |         |           |          |        |          |        |
| Hours of Business and/or<br>Product Training                 |        |         |           |          |        |          |        |
| Hours of Personal Development                                |        |         |           |          |        |          |        |
| Social Media Posts   |        |         |           |          |        |          |        |
| Customer Appreciation/<br>Team Member Recognition            |        |         |           |          |        |          |        |
| Number of Tap Roots<br>(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:                         |        |         |           |          |        |          |        |
|  |        |         |           |          |        |          |        |

| Activity   | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY | SUNDAY |
|--|--------|---------|-----------|----------|--------|----------|--------|
| New Connections  |        |         |           |          |        |          |        |
| Times I have shared Isagenix<br>with others                  |        |         |           |          |        |          |        |
| Follow-Ups   |        |         |           |          |        |          |        |
| 3-Way Calls/Messages   |        |         |           |          |        |          |        |
| Referrals received   |        |         |           |          |        |          |        |
| Hours of Business and/or<br>Product Training                 |        |         |           |          |        |          |        |
| Hours of Personal Development                                |        |         |           |          |        |          |        |
| Social Media Posts   |        |         |           |          |        |          |        |
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| New Members (Enrolments)                                     |        |         |           |          |        |          |        |
| Personal Rank Advancements                                   |        |         |           |          |        |          |        |
| Team Rank Advancements                                       |        |         |           |          |        |          |        |
| Focus/Goal for the Week:                                     |        |         |           |          |        |          |        |
| Gratitude for the Week:                                      |        |         |           |          |        |          |        |
| Takeaways/Lessons Learned This Week:                         |        |         |           |          |        |          |        |
|  |        |         |           |          |        |          |        |

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|-----|-----------|-----|---------|------|-----|-----|
| SUN | MON       | TUE | WED     | THUR | FRI | SAT |
|     |           |     | 1       | 2    | 3   | 4   |
| 5   | 6 WEEK 2  | 7   | 8       | 9    | 10  | 11  |
| 12  | 13 WEEK 3 | 14  | 15      | 16   | 17  | 18  |
| 19  | 20 WEEK 4 | 21  | 22      | 23   | 24  | 25  |
| 26  | 27 WEEK 1 | 28  | 29      | 30   |     |     |

# Week 1 | 30 Mar - 5 Apr

|  | IOESCAT | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY | SUNDAY |
|--|---------|-----------|----------|--------|----------|--------|
| New Connections  |         |           |          |        |          |        |
| Times I have shared Isagenix<br>with others                  |         |           |          |        |          |        |
| Follow-Ups   |         |           |          |        |          |        |
| 3-Way Calls/Messages   |         |           |          |        |          |        |
| Referrals received   |         |           |          |        |          |        |
| Hours of Business and/or<br>Product Training                 |         |           |          |        |          |        |
| Hours of Personal Development                                |         |           |          |        |          |        |
| Social Media Posts   |         |           |          |        |          |        |
| Customer Appreciation/<br>Team Member Recognition            |         |           |          |        |          |        |
| Number of Tap Roots<br>(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:                         |         |           |          |        |          |        |

| Activity   | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY | SUNDAY |
|--|--------|---------|-----------|----------|--------|----------|--------|
| New Connections  |        |         |           |          |        |          |        |
| Times I have shared Isagenix<br>with others                  |        |         |           |          |        |          |        |
| Follow-Ups   |        |         |           |          |        |          |        |
| 3-Way Calls/Messages   |        |         |           |          |        |          |        |
| Referrals received   |        |         |           |          |        |          |        |
| Hours of Business and/or<br>Product Training                 |        |         |           |          |        |          |        |
| Hours of Personal Development                                |        |         |           |          |        |          |        |
| Social Media Posts   |        |         |           |          |        |          |        |
| Customer Appreciation/<br>Team Member Recognition            |        |         |           |          |        |          |        |
| Number of Tap Roots<br>(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:                         |        |         |           |          |        |          |        |

| Activity   | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY | SUNDAY |
|--|--------|---------|-----------|----------|--------|----------|--------|
| New Connections  |        |         |           |          |        |          |        |
| Times I have shared Isagenix<br>with others                  |        |         |           |          |        |          |        |
| Follow-Ups   |        |         |           |          |        |          |        |
| 3-Way Calls/Messages   |        |         |           |          |        |          |        |
| Referrals received   |        |         |           |          |        |          |        |
| Hours of Business and/or<br>Product Training                 |        |         |           |          |        |          |        |
| Hours of Personal Development                                |        |         |           |          |        |          |        |
| Social Media Posts   |        |         |           |          |        |          |        |
| Customer Appreciation/<br>Team Member Recognition            |        |         |           |          |        |          |        |
| Number of Tap Roots<br>(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:                         |        |         |           |          |        |          |        |
|  |        |         |           |          |        |          |        |

Week 4 | 20 - 26 Apr

| Activity   | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY | SUNDAY |
|--|--------|---------|-----------|----------|--------|----------|--------|
| New Connections  |        |         |           |          |        |          |        |
| Times I have shared Isagenix<br>with others                  |        |         |           |          |        |          |        |
| Follow-Ups   |        |         |           |          |        |          |        |
| 3-Way Calls/Messages   |        |         |           |          |        |          |        |
| Referrals received   |        |         |           |          |        |          |        |
| Hours of Business and/or<br>Product Training                 |        |         |           |          |        |          |        |
| Hours of Personal Development                                |        |         |           |          |        |          |        |
| Social Media Posts   |        |         |           |          |        |          |        |
| Customer Appreciation/<br>Team Member Recognition            |        |         |           |          |        |          |        |
| Number of Tap Roots<br>(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:                         |        |         |           |          |        |          |        |

|     |               | MA  | Y   20 | 20   |     |     |
|-----|---------------|-----|--------|------|-----|-----|
| SUN | MON           | TUE | WED    | THUR | FRI | SAT |
|     |               |     |        |      | 1   | 2   |
| 3   | 4 WEEK 2      | 5   | 6      | 7    | 8   | 9   |
| 10  | 11 WEEK 3     | 12  | 13     | 14   | 15  | 16  |
| 17  | 18 WEEK 4     | 19  | 20     | 21   | 22  | 23  |
| 24  | 25 FINAL WEEK | 26  | 27     | 28   | 29  | 30  |
| 31  |               |     |        |      |     |     |

| Activity   | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY | SUNDAY |
|--|--------|---------|-----------|----------|--------|----------|--------|
| New Connections  |        |         |           |          |        |          |        |
| Times I have shared Isagenix<br>with others                  |        |         |           |          |        |          |        |
| Follow-Ups   |        |         |           |          |        |          |        |
| 3-Way Calls/Messages   |        |         |           |          |        |          |        |
| Referrals received   |        |         |           |          |        |          |        |
| Hours of Business and/or<br>Product Training                 |        |         |           |          |        |          |        |
| Hours of Personal Development                                |        |         |           |          |        |          |        |
| Social Media Posts   |        |         |           |          |        |          |        |
| Customer Appreciation/<br>Team Member Recognition            |        |         |           |          |        |          |        |
| Number of Tap Roots<br>(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:                         |        |         |           |          |        |          |        |

| Activity   | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY | SUNDAY |
|--|--------|---------|-----------|----------|--------|----------|--------|
| New Connections  |        |         |           |          |        |          |        |
| Times I have shared Isagenix<br>with others                  |        |         |           |          |        |          |        |
| Follow-Ups   |        |         |           |          |        |          |        |
| 3-Way Calls/Messages   |        |         |           |          |        |          |        |
| Referrals received   |        |         |           |          |        |          |        |
| Hours of Business and/or<br>Product Training                 |        |         |           |          |        |          |        |
| Hours of Personal Development                                |        |         |           |          |        |          |        |
| Social Media Posts   |        |         |           |          |        |          |        |
| Customer Appreciation/<br>Team Member Recognition            |        |         |           |          |        |          |        |
| Number of Tap Roots<br>(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:                         |        |         |           |          |        |          |        |
|  |        |         |           |          |        |          |        |

| Activity   | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY | SUNDAY |
|--|--------|---------|-----------|----------|--------|----------|--------|
| New Connections  |        |         |           |          |        |          |        |
| Times I have shared Isagenix<br>with others                  |        |         |           |          |        |          |        |
| Follow-Ups   |        |         |           |          |        |          |        |
| 3-Way Calls/Messages   |        |         |           |          |        |          |        |
| Referrals received   |        |         |           |          |        |          |        |
| Hours of Business and/or<br>Product Training                 |        |         |           |          |        |          |        |
| Hours of Personal Development                                |        |         |           |          |        |          |        |
| Social Media Posts   |        |         |           |          |        |          |        |
| Customer Appreciation/<br>Team Member Recognition            |        |         |           |          |        |          |        |
| Number of Tap Roots<br>(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:                         |        |         |           |          |        |          |        |

| Activity   | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY | SUNDAY |
|--|--------|---------|-----------|----------|--------|----------|--------|
| New Connections  |        |         |           |          |        |          |        |
| Times I have shared Isagenix<br>with others                  |        |         |           |          |        |          |        |
| Follow-Ups   |        |         |           |          |        |          |        |
| 3-Way Calls/Messages   |        |         |           |          |        |          |        |
| Referrals received   |        |         |           |          |        |          |        |
| Hours of Business and/or<br>Product Training                 |        |         |           |          |        |          |        |
| Hours of Personal Development                                |        |         |           |          |        |          |        |
| Social Media Posts   |        |         |           |          |        |          |        |
| Customer Appreciation/<br>Team Member Recognition            |        |         |           |          |        |          |        |
| Number of Tap Roots<br>(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:                         |        |         |           |          |        |          |        |
|  |        |         |           |          |        |          |        |

# Final Week | 25 - 30 May

|  |        |         |           |          |        | -        |        |
|--|--------|---------|-----------|----------|--------|----------|--------|
| Activity   | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY | SUNDAY |
| New Connections  |        |         |           |          |        |          |        |
| Times I have shared Isagenix<br>with others                  |        |         |           |          |        |          |        |
| Follow-Ups   |        |         |           |          |        |          |        |
| 3-Way Calls/Messages   |        |         |           |          |        |          |        |
| Referrals received   |        |         |           |          |        |          |        |
| Hours of Business and/or<br>Product Training                 |        |         |           |          |        |          |        |
| Hours of Personal Development                                |        |         |           |          |        |          |        |
| Social Media Posts   |        |         |           |          |        |          |        |
| Customer Appreciation/<br>Team Member Recognition            |        |         |           |          |        |          |        |
| Number of Tap Roots<br>(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:                         |        |         |           |          |        |          |        |
|  |        |         |           |          |        |          |        |

#### WHY ISAGENIX

#### PRODUCT AND RESEARCH

Since day one, Isagenix has led with science-backed products and ingredients. By partnering with well-respected universities and laboratories in funding and conducting clinical studies, Isagenix is contributing to evidence-based nutrition research, while also providing clinical substantiation for Isagenix Systems for healthy weight loss and healthy living.

- Over 100 individual health and wellness products including meal replacements, nutritious snacks, plant-based herbal beverages and nutritional supplements.
- Top five products (by units sold) Australia and New Zealand No. 1 IsaLean™ Shake, No. 2 Cleanse for Life™, No. 3 IsaLean Bars, No. 4 Ionix® Supreme and No. 5 e+.
- Top-selling Isagenix System: 30-Day Weight Loss System.
- 50+ full-time scientists on staff in addition to our Scientific Advisory Board including top medical and health professionals.
- Investments made annually on research, development and quality assurance to ensure the safety, efficacy and no-compromise quality of our products.

#### **OPPORTUNITY**

The Isagenix Compensation Plan is among the most generous in the industry. Customers who choose to become independent sales representatives ('Associates') have the opportunity to earn recurring income with Isagenix and can receive payments on a weekly, monthly and annual basis.

- Streamlined business-building system can help put you on the fast-track to success.
  - Pays weekly and monthly.
  - Only build two teams.
  - Re-entry above your original position.
- Innovative, no-compromise products can help deliver outstanding results.
- Action-oriented tools designed to help build your business.
- Educational events throughout the year around the world to introduce new products and provide industry-leading training and new tools to grow your business.
- Opportunity to grow an international business.
- **302 Legacy Club members**\* globally as of September 2019
- Hundreds of Associates earning six figures since joining Isagenix\*\*

\*\*The ability to earn income under the Isagenix 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 Isagenix Earnings.com.

### **AWARDS AND RECOGNITION** Recipient of dozens of prestigious Stevie® Awards, the world's premier business awards Direct Selling Association Top 20 Company in U.S. Direct Selling News Best Place to Work Phoenix Business Journal Healthiest Employers Award AZ Business Magazine and BestCompaniesAZ Most Admired Companies Award Greater Phoenix Chamber of Commerce IMPACT Awards Finalist

Inc. 5000 fastest-growing private company in America 11 consecutive years

<sup>\*</sup>Legacy Club members are Associates who exceed \$1 million in cumulative gross earnings since joining Isagenix, with 35 of those millionaires being Associates in Australia or New Zealand as of September 2019, and averaged approximately 4.5 years as an Isagenix Associate before becoming an Isagenix Millionaire, with the longest being over 6.9 years.

#### **CLUBS** AND PROGRAMS



#### **ISABODY CHALLENGE**

The IsaBody Challenge® is a 16-week total body transformational journey that is open to all Isagenix Members. Judging for each market takes place three times per year, with winners announced after the final judging period.

Each year, Isagenix will select one Global IsaBody® Grand Prize Winner from a pool of entrants, which will be composed of the IsaBody Grand Prize Winner in each of the participating markets.

The Global Grand Prize Winner is revealed onstage at a Global Celebration event.

For more information, visit ANZ.IsaBodyChallenge.com.

#### **100-POUND CLUB**

The 100-Pound Club honours those who achieve the milestone of losing 100 pounds (45 kg) or more while using Isagenix products.\* The Club offers support to help Members maintain and improve their physical transformation and mindset.

For more information, visit Isagenix100PoundClubANZ.com.



102 kgs GREATEST REPORTED WEIGHT LOSS.\*

51 kgs AVERAGE CLUB MEMBER WEIGHT LOSS.\*

4570 kgs COLLECTIVE NUMBER OF KGS LOST BY ALL MEMBERS

#### **START**

START is a community of 18- to 35-year-olds within Isagenix who are passionate about showing others that network marketing is the profession for the next generation.

Committed to contributing to world health, these group of young leaders thrive on servant leadership. START come together to contribute time, resources and funds to charitable causes.

To learn more about the #StartYourLife movement, visit **StartYourLife.com** 

\*Results not typical. Weight loss, muscle gain, lifestyle, and other results depicted here reflect exceptional individual experiences of Isagenix Customers and should not be construed as typical or average. Results vary with individual effort, body composition, eating patterns, time, exercise, and other factors, such as genetic and physiological makeup. In a two-phase study performed from 2015-2016 by Skidmore College in New York, researchers evaluated use of Isagenix products for weight loss. As part of the weight loss phase, the participants took part in a calorie-controlled regimen of Shake Days and one Cleanse Day per week and lost an average of 24 pounds after 12 weeks. View the study results for more information at IsagenixHealth.net.

## ISABODY CHALLENGE THE PATH TO COMPLETION

- 1 'Before': The final look at the old you Snap four full-body photos of you standing. Upload via your Back Office when you register for your Challenge. Make sure one of the four photos has a time stamp or features a newspaper from the established start date.
- 2 500 BV: Use the products

  Participants must purchase and use Isagenix products during their IsaBody Challenge. A minimum of 500 BV is required throughout your 16-week Challenge period.
- 3 'After': Show off the new you
  Snap four full-body photos of you standing. Upload
  within two weeks of your Challenge End Date.
  Make sure one of the four photos has a time stamp
  or features a newspaper from the established
  completion date.
- Inspirational Essay: Tell us your story
  Write a 250-500-word essay sharing your IsaBody
  Challenge journey. Submit your essay at the same
  time as your 'after' photos.
- Maintenance': Photos and weigh-ins
  Participants who complete their IsaBody Challenge
  three or more weeks prior to the Challenge judging
  period deadline are required to upload four final
  'maintenance' photos via the Back Office.



#### THOMAS PHILBIN-MALUCELLI

Isagenix Customer since 2014 2019 Australia IsaBody Challenge Grand Prize Winner 2019 Global IsaBody Challenge Grand Prize Winner

#### **GETTING DOWN TO BUSINESS**

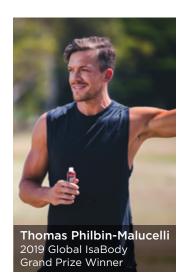
#### **DID YOU KNOW?**

The IsaBody Challenge doesn't just transform bodies and health; it can also help transform your business. Getting your team signed up for the IsaBody Challenge can help boost retention, increase order baskets and Cycles, and convert product users to business builders!

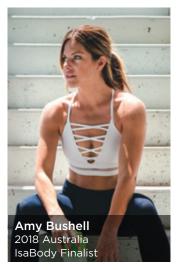


242 BV is the average for a person completing the IsaBody Challenge. That's almost double the average BV for an active Member.





"I'm someone who goes all in or all out, so when I made the decision to jump into an IsaBody Challenge I knew that if I followed the system and surrounded myself with positive people, I'd be unstoppable! Celebrating just how much I've achieved, setting myself short-term goals every month and believing in Start, Complete, Repeat is the best way for me to stay on track."



"Isagenix allows you to put yourself first in a very unselfish and healthy way. All the time I used to spend preparing, cooking meals and grocery shopping I now get to spend with my children, because within seconds I can make an IsaLean™ Shake to keep me going."



"The accountability, support and encouragement within the IsaBody community is unreal. You have an opportunity to receive love and support from people when you're battling, and it comes full circle – when you have the chance, lift others up! It teaches you to receive good feedback and positive vibes and more importantly help others"



"Isagenix offers a complete system for overall great health and wellbeing. Weight management, better performance and more energy are just bonuses you get for putting the best nutrition in your body. It's a great system, with all products complementing each other for the best results, no matter what your goal is."

\*Earning levels or income statements (including claims such as the ability to quit a job or stay at home or portrayals of luxury lifestyles) for the Isagenix Independent Associates discussed here exceed the average results achieved by all Associates during the same time period, are not necessarily representative of the success or compensation that any particular Associate will receive, and should not be construed as typical or average. The ability to earn income under the Isagenix 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.



IsaLean™ **Shake** 



## YOUR PATH WITH JRP()SE

#### Accelerate your business. Grow your wealth.

Your hard work deserves to be rewarded, and the Isagenix has the most rewarding recognition program 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

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





SILVER CIRCLE

SILVER CIRCLE

SILVER CIRCLE

SILVER CIRCLE

#### in SILVER CIRCLE while your weekly Cycles grow.

**EARN** 

STARS

Then move on to GOLDEN CIRCLE once you reach Executive.

Each level receives:

#### **MANAGER**

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









#### CRYSTAL MANAGER

Achieve Manager within 60 days of becoming an Associate

- US\$250 RAB\*
- · Custom baseball hat
- Recognition online
- Congratulations email from the corporate team











2 Custom Swarovski® crystal Isagenix pens and notebook



High-end athletic jacket and Executive Reports

#### Eligibility begins for two gifts



toiletry bag and Executive Leadership Program

#### DIRECTOR

- Lightweight, fitted athletic T-shirt
- Recognition online
- · Congratulations email from the corporate team



#### CRYSTAL DIRECTOR

Achieve Director within 120 days of becoming an Associate

- US\$750 RAB\*
- Lightweight, fitted athletic T-shirt (Choice of his or hers)
- Recognition online
- Congratulations email from the corporate team



#### **EXECUTIVE**

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





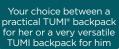






Sterling-silver ball bracelet by Tiffany & Co° or choice of classic Ray-Ban\* sunglasses and VIP line to Customer Care







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



and carry-on set



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

#### CRYSTAL EXECUTIVE

Achieve Executive within 180 days of becoming an Associate

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



#### **PLATINUM**

- With your first re-entry 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!



#### ISAGENIX LEGACY CLUB MEMBER

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



#### \*RAB = Rank Advancement Bonus.

\*\*Gifts may be earned once only. Gifts not claimed within 90 days after rank advancement will be forfeited. Gifts are non-transferable, 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 recipient and may be reported as taxable income. 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.

The ability to earn income under the Isagenix 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.

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

#### **SILVER CIRCLE**

The Silver Circle program is our way of recognising 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, DIRECTOR | S AND CRYSTAL DIRECTORS    |
|-----------------------|------------------------------|----------------------------|
| 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 differently 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 team, five on your right 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.

| EVEL EXECUTIVES AND CRYSTA | AL EXECUTIVES‡   |
|----------------------------|--|
| 10-19 Cycles               | \$540-\$1,026 per week   |
| 20-39 Cycles               | \$1,080-\$2,106 per week   |
| 40-59 Cycles               | \$2,160-\$3,186 per week   |
| 60-99 Cycles               | \$3,240-\$5,346 per week   |
| 100-149 Cycles             | \$5,400-\$8,046 per week   |
| 150-199 Cycles             | \$8,100-\$10,746 per week  |
| 200-249 Cycles             | \$10,800-\$13,446 per week   |
| 250 Cycles                 | \$13,500-\$16,146 per week   |
|                            | 10-19 Cycles 20-39 Cycles 40-59 Cycles 60-99 Cycles 100-149 Cycles 150-199 Cycles 200-249 Cycles |

#### **PLATINUM**

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

| PLATINUM L       | LEVEL EXECUTIVES AND CRYSTAL EX | XECUTIVES                  |
|------------------|---------------------------------|----------------------------|
| 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. These Associates will be recognised through the 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 for additional income information.



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