ISALIFE™
SUCCESS PLAN
The plan to help build your complete IsaLife.

Australia/New Zealand
Welcome to your new best friend! The IsaLife Success Plan is a tool to help you accomplish measurable outcomes and massive action.

**HOW TO USE THE ISALIFE SUCCESS PLAN**

Carry this planner with you every day and keep track of your goals and income-producing activities. The IsaLife Success 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 ISALIFE SUCCESS PLAN?**

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

<table>
<thead>
<tr>
<th>Written Goals</th>
<th>43% accomplished goal</th>
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<tr>
<td>Written Goals and Action Commitments</td>
<td>64% accomplished goal</td>
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<tr>
<td>Written Goals, Action Commitments, and Weekly Progress</td>
<td>76% accomplished goal</td>
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Source: [www.dominican.edu/dominicannews/dominican-research-cited-in-forbes-article](http://www.dominican.edu/dominicannews/dominican-research-cited-in-forbes-article)

**WHO SHOULD USE THE ISALIFE SUCCESS 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 IsaLife Success 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 IsaLife Success Plan is your map to focused success.
SAY, SHARE, DO

Have you ever shared a must-see a movie with a friend or recommended a restaurant to a family member? Isn’t it interesting how you easily recommend some things, but when it comes to sharing Isagenix, some people can freeze or act weird? Not all of us are natural-born sharers. In fact, some of us can be downright awkward when it comes to sharing Isagenix. Whether you’ve been an Associate with Isagenix for years, are just getting started, or haven’t even thought about the business side of it yet, it can be hard to decide what to say, share, and do (minus the awkwardness) when you’re approaching a potential prospect.

SAY – Finding the right thing to say when sharing Isagenix can be hard. We’re providing sample language to help new Associates get started via text message, phone and social media.

SHARE – Send all your new prospects to ANZ.IsaMovie.com to introduce them to Isagenix and answer their most common questions and objections. The site also walks them through pack options so they can find the system that’s right for them! The best part – it’s all tied to your personal Isagenix site!

DO – After they’ve looked around IsaMovie, this script will help you overcome some common remaining hesitations and help get them started the right way.

Find the digital copies of these scripts and steps at ANZ.IsagenixBusiness.com under the ‘Start Here’ tab.

Let’s get started!
TEXT MESSAGE

IF YOU HAVEN’T STARTED YET
Hey________. (Hope you’re awesome/Trust you’re going well!) I’m about to start a new health journey with a few friends as I’m ready to_________ (lose some weight/get shredded/get my body back/feel like myself again). I’ve seen some awesome results and I’m keen to experience them myself. It’s super easy to follow and I’m looking for an accountability buddy. Are you keen to try it with me? PS – if you don’t get results, you can get your money back!

IF YOU’VE ALREADY STARTED
Hey________. (Hope you’re awesome/Trust you’re going well!) I’ve just started a new health journey with a few friends. I’ve only been using the system for_________(days/weeks) and I’ve already_________(experienced an energy lift/lost weight/gained muscle).

I was blown away by all the ‘before’ and ‘after’ photos I saw and thought it was time for my own! It’s super easy to follow and I’m looking for an accountability buddy. Would you be open to taking a look? PS – if you don’t get results, you can get your money back!

WHEN YOU WANT TO SHARE THE OPPORTUNITY

IF YOU’RE READY TO DIVE RIGHT IN
Hey_________. I’ve just had an interesting project come across my desk. I’d love to pick your brain on a few things… Are you free_________(to meet up/for a phone call/for a quick coffee/to chat)?

THEM: Yes!

IF YOU’RE TESTING THE WATERS
Hey__________, hope you’re doing amazing! I hope you don’t mind me reaching out, but I’ve just started with an incredible company and I immediately thought of you. I know you (love your job/are really busy/have a lot on/are passionate about your business) but you’re one of the most (passionate, authentic, driven, fun, adventurous) people I know.

I know what I do isn’t for everyone, but I think it might be for you. Would you be open to taking a look?

THEM: Yes!

YOU: Great! I’d like to send you a video that I loved, which helped me get started. If I send you the link, when can you watch it for sure?

THEM: Tomorrow at 9:30am.

YOU: Perfect. I’ll send you the link tomorrow morning and call you when you’ve watched it.

THEM: I’m excited! Thanks for thinking of me!

YOU: at 9:20am the next day: Here is the link: (ANZ.IsaMovie.com). Talk to you soon!

OPTIONAL WRAP UP
Search for a fun GIF to send them (i.e., ‘bikini,’ ‘fit,’ ‘shredded’).

YOU: This will be us soon (enter finger pointing up emoji).

THEM: Woo!

NEXT STEP: Follow SHARE on ANZ.IsagenixBusiness.com
FACEBOOK POST

This post is intended to help you make an impact on the health of people within your social network.

**Pro tips:**
Social media posts with photos receive more engagement. If you don’t have your own ‘before’ and ‘after’ photos, use your enrolling’s sponsor’s in your post.
Peak social media traffic typically falls on weekdays at 7:00am-9:00am; 12:00pm-1:00pm; and 5:00pm-7:00pm and Sundays between 3:00pm and 8:00pm.

**IF YOU HAVEN’T STARTED YET**

After watching my friend [tag Enrolling Sponsor]_________ (find more energy/release baby weight/get in the best shape of their lives) using an amazing health and wellness system, I decided it was time for me to experience my own results because I’m tired of feeling_________ (rundown/not confident with my body/not like myself). I’m so excited to get started and to get my body back! My pack hasn’t even arrived yet and I’d love some of my friends to join me so we can hold each other accountable and become the healthiest we’ve ever been, together. Who’s up for looking and feeling their best?

**IF YOU’VE ALREADY STARTED**

After watching my friend [tag Enrolling Sponsor]_________ (find more energy/release baby weight/get in the best shape of their lives) using an amazing health and wellness system, I decided it was time for me to experience my own results because I’m tired of feeling_________ (rundown/not confident with my body/not like myself).

I’ve only been using the system for_________ (days/weeks) and I’m already_________ (feeling happier/healthier/loving life more/more energetic/feeling stronger/feeling clearer).

I’ve just registered for my first 16-week challenge and I’d love 2 or 3 people to do it with me. If anyone else is looking to make a change, let me know!

**PROGRESS POST**

Before I found this system, I was feeling_________, _________ and _________ (be real and honest). I watched my friends [tag enrolling sponsor and/or other Isagenix members] get results and was inspired to become the healthiest and happiest version of myself. I finally started this amazing health and wellness system and I can’t believe what I’ve achieved already!

I’ve only been using the system for_________ (days/weeks) and I’ve already experienced_________, _________ and_________. I’ve tried so many things before and I’m so grateful that [tag Enrolling Sponsor] introduced me to this. It’s super simple and everything tastes_________ (amazing/great/delicious). I finally found a solution that works for me!

**WHEN FRIENDS START COMMENTING, REPLY SAYING YOU’LL SEND THEM A DIRECT MESSAGE**

**Pro tip:**
For every comment made, there are likely 5-10 others just reading the post and comments. By direct messaging those interested, people have to connect with you to find out more instead of just reading your comments.

YOU: Hey_________! I’m so glad you commented. One thing I love most about this system is being able to do it with_________ (friends/family/colleagues). I honestly don’t know if this will be for you, but if it is, what would you like to achieve with your health?

THEY RESPOND

YOU: Awesome! One of the biggest things that inspired me to start this system is that it can help people reach so many different goals. I’ve seen some incredible results. Personally, some of my biggest challenges with_________ (staying in shape/losing weight/food) were_________, _________ and_________ (long hours at work/procrastination/lack of discipline/no time/felt helpless/felt lost).

What have been some of your challenges with ________? (insert their goal)

THEY RESPOND

YOU: I totally understand. I’d love you to watch a video that helped me to get started. If I send you the link, when would you be able to take a look?

THEM: Tonight around 8:00pm.

YOU: Awesome. I’ll touch base just before 8:00pm and send you the link.

THEM: Great! Can’t wait!

**NEXT STEP:** Follow SHARE on ANZ.IsagenixBusiness.com
Once your friend, family member or potential customer has agreed to take a look, send them to ANZ.IsaMovie.com to watch a video or two about Isagenix and our solutions. Once they’ve watched the video, encourage them to click around the site.

Today is the Day is a powerful video to introduce people to Isagenix, the products, and what the company stands for.

Get them to check out the Premium Pack, break down the included products, and compare the pack with others to determine which pack fits their needs.

Transformations will show ‘before’ and ‘after’ photos that highlight how our products can help people reach their goals.

How It Works will highlight what they can expect when using an Isagenix pack or system. They’ll watch videos on what’s in your box, how to do a Shake Day and how to do a Cleanse Day.

Clinical Research Studies gives an overview of clinical trials Isagenix has participated in. This will give your prospect confidence that Isagenix is truly backed by science.

Refer a Friend will show them You Share, They Share, Repeat™ and how they could get paid for sharing Isagenix products with others.

This site does the heavy lifting for you! It should answer any questions they may have.

Pro tip:
Make sure you share the IsaMovie link from your personal Isagenix website so if your customer decides to purchase a pack right away, credit for the sale will go to you! Please note, Isagenix Preferred Customers will not have a personal website and will have to convert to Associate status to use this feature.
Which System is right for you?
Weight Management Options

**GOOD**
30-DAY WEIGHT LOSS SYSTEM
- 4 IsaLean™ Shake (any flavour)
- 2 Cleanse for Life™
- 1 Ionix® Supreme
- 1 Isagenix Snacks™ (any flavour)
- 1 Natural Accelerator™

AU $13.29 NZ $15.70 PER DAY!

**BEFTER**
WEIGHT LOSS PREMIUM PACK
- 4 IsaLean Shake (any flavour)
- 1 IsaLean™ Bar (any flavour)
- 2 Cleanse for Life
- 1 Ionix Supreme
- 1 IsaDelight™ (any flavour)
- 1 Whey Thins™ (any flavour)
- 2 e+ (any flavour)
- 1 Isagenix Snacks (any flavour)
- 1 IsaFlush
- 1 Natural Accelerator
- 1 IsaBlender™

AU $19.24 NZ $22.65 PER DAY!

**BEST**
ULTIMATE PACK
- 4 IsaLean Shake (any flavour)
- 2 Cleanse for Life
- 1 Ionix Supreme
- 1 Complete Essentials™ with IsaGenesis™
- 1 IsaLean Bar (any flavour)
- 1 Isagenix Snacks (any flavour)
- 1 Natural Accelerator
- 1 IsaFlush
- 1 e+ (any flavour)
- 1 AMPED™ Hydrate (any flavour)
- 1 Whey Thins (any flavour)
- 1 IsaDelight (any flavour)
- 1 IsaBlender

AU $25.14 NZ $28.48 PER DAY!

**EXCLUSIVE EXTRAS**
- 1 $50 Event Coupon
- 1 12-Month Membership (valued at $25)
- 2 Free Membership Coupons for your friends

**EXCLUSIVE EXTRAS**
- 1 $75 Event Coupon
- 1 12-Month Membership (valued at $25)
- 2 Free Membership Coupons for your friends

*Including shipping and membership fees. Pricing for Preferred Customers with Autoship.
**Including shipping. Pricing for Preferred Customers with Autoship.
GET THEM STARTED

“What did you like most about what you saw on IsaMovie?”

THEY ANSWER

“Now, I want you to imagine_________ (paint the picture of what they’re going to be feeling from the notes made on their goals i.e. fit back into your red dress; feel good when you wake up in the mornings; less afternoon sugar cravings; more energy to play with the kids; less stress).

How’s that going to feel?”

THEY RESPOND

“When you achieve_________ (insert goals), what are some things you’d be able to do differently that you can’t do right now?”

THEY RESPOND

“And what if you don’t change? What if you just carry on feeling the way you have been (mention a couple of their pain points)?

THEY RESPOND

“The thing I love about this system is that the products are simply a re-direct of your food budget, so you might find you actually save money on your groceries while reaching your health goals!

_________(their name), the other cool thing is that Isagenix provides a 30-Day Satisfaction Guarantee to give you the opportunity to try the system for yourself. If you’re not happy with your results or your products, you simply send everything back and get a refund.”

“Are there any questions I can answer for you?” OR “What are some other questions I can answer for you?”

(Answer their questions quickly and move into the next line.)

“Are you open for my recommendation on how to get started?”

THEY RESPOND

“If you were to replace two meals a day, which two meals would they be?”

THEY RESPOND

“What are you currently eating for those two meals?”

THEY RESPOND

“So those meals cost approximately_________ (Put a price on how much they’re currently spending, even if it’s a bowl of cereal and a coffee). So, based on your goals, I recommend our Premium Pack, which breaks down to just under_________ ($19 in AU; $22 in NZ) per day. If you follow the system, this pack will replace two meals a day for you and it includes so much more!

If this system works within your budget, this is hands down THE BEST recommendation. It’s_________ ($560 in AU; $665 in NZ) for your first 30 days. If you want to see everything that is included with this pack, you can see all the products and a brief description here: [LINK TO THE PACK PAGE ON ISAMOVIE].

Now, I just want to assure you, this won’t be a monthly cost, and there is no minimum order. This is just the introductory pack to get you set up. Also, if you have two friends who would love to join you on your health journey for some extra accountability, you’ll receive a bonus up to $430!

So_________, does the Premium Pack sound like it would work for you?”

THEY RESPOND NO:

“I completely understand! Do you want to take a look at the other pack options? There are many different price points and combinations available. You can look at the options here: [LINK TO THE PACK PAGE ON ISAMOVIE].

Let me know which one is a good fit for you!”

THEY RESPOND YES:

“Great! Do you feel like you have enough information to get started today?”

Pro tip:
Ask for the order, and then say no more. If you try to give too much information at once, you may overwhelm them.
IF THEY AREN’T READY FOR ENROLMENT

YOU: “I completely understand that you may be hesitant to get started, I felt the same way! Can I ask you a few more questions to see how we can reach your goals?”

THEM: “Of course!”

YOU: “What’s your ultimate health goal?”

THEM: “To lose 10 kgs.”

YOU: “What are two or three areas of your life/body where you would like to see these results?”

THEM: “My arms and my legs.”

YOU: “Why?”

THEM: “I’ve been so uncomfortable with my arms and legs that I’ve stopped wearing T-shirts, dresses or shorts.”

YOU: “How long have you felt this way?”

THEM: “Probably about three years.”

YOU: “Sounds like it’s time to make a change! Do you have something coming up to work towards? (If they don’t, ask them if they want to commit to a long- or short-term goal.)

THEM: “My daughter is getting married in October and I would love to wear a short-sleeved dress at her wedding.”

YOU: “How would you feel if you achieved your goals by then?”

THEM: “I would feel incredible! I would be dancing up a storm like I haven’t done in years!”

YOU: “How would you feel if you didn’t achieve this goal by her wedding?”

THEM: “I would be disappointed in myself and feel uncomfortable on her big day.”

YOU: “I’m glad we’re having this chat. After taking another look at your goals, do you feel ready to take another look at Isagenix?”

If at ANY point they say ‘no’ or don’t want to continue the conversation – that’s OK! Tell them “Thank you for taking the time to chat” and keep them on your list to check in again. Timing is everything and you never know when someone will realise they really do need what you have to offer.

ONCE THEY’VE JOINED

YOU: “Do you have two friends for accountability who would definitely want to do this with you?”

THEM RESPOND

YOU: “The reason I ask is because Isagenix rewards its Customers for referring new Customers. So, if you help _______ and _______ get started and meet certain conditions, you could earn up to ($820 in AU; $900 in NZ). How awesome is that?”

(Show them You Share, They Share, Repeat™.)

YOU: “If I show you a system that could help you share Isagenix with _______ and _______, would you be willing to give it a try?”

NEXT STEP:
Show them the Say, Share, Do at ANZ.IsagenixBusiness.com. Then take them through the New Member Checklist.
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..........> enrolls with a Premium Pack, Isagenix will pay you an AU$80/NZ$100 Product Introduction Bonus known as a PIB.

Then <...........name..........> also enrolls 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.

And you will receive a US$100 bonus for helping <...........name..........> and another US$100 bonus for helping <...........name..........>.

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™

1 JOIN ISAGENIX .......................... YOU

2 YOU SHARE

3 THEY SHARE

ISALIFE SUCCESS PLAN
NEW MEMBER CHECKLIST

Name ____________________________________________________________

Phone _______________________________________________________________________________________

Order Date ______________________________________________________________________________________

Order Pack ______________________________________________________________________________________

☐ Enrolled on Autoship  Autoship Run Date: __________________________________________________________________________

☐ Schedule a Welcome Call  Date: ___________ Time: ___________

☐ Send a Welcome Email (be sure this includes links to all of the Isagenix sites and your team sites)
   Example: “Welcome (name)! I’m so excited for our call scheduled for (day) at (time). I’m looking forward to working with you to help you achieve your goals.”

☐ Invite them to your/your team’s social media pages

☐ Direct them to visit WelcomeToIsagenix.com

☐ Familiarise them with ANZ.IsaMovie.com

☐ Familiarise them with ANZ.IsaProduct.com

☐ Have them register for the IsaBody Challenge® (ANZ.IsaBodyChallenge.com)
   ☐ Take their IsaBody ‘before’ photos and measurements

☐ Set them up on the IsaLife app (download from Google Play or the App Store)
   ☐ Walk them through getting started on their personal product plan

☐ Have them commit to the Healthy Mind and Body program (HealthyMindandBody.com)

☐ Product goals:
   ☐ Weight Wellness  Current Weight: _______________ Goal: ______________________
   ☐ Energy
   ☐ Performance
   ☐ Healthy Ageing

☐ What is your driving reason to achieve this goal?

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

☐ Isagenix goals:
   ☐ Customer (Product user only)
   ☐ Casual sharer (Do you want to earn Product Introduction Rewards or commissions?)
   ☐ Business builder (Earn commissions as an Associate)
      Income Goal: $______________ per month

☐ Customer
   Would you be a little curious to learn how to pay for your products?

☐ Casual sharer/business builder
   Review the Isagenix Compensation Plan at ANZ.IsagenixBusiness.com
Casual Sharer/Business Builder

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

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

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

LET’S DO THIS TOGETHER
Top 10 People

1. __________________________________________
2. __________________________________________
3. __________________________________________
4. __________________________________________
5. __________________________________________

6. __________________________________________
7. __________________________________________
8. __________________________________________
9. __________________________________________
10. _________________________________________

What attracted you to Network Marketing?
____________________________________________

Who do you know in Network Marketing?
____________________________________________

Who do you know who lives internationally?
____________________________________________

What are your financial goals for the next:
- □ 30 days ___________________
- □ 60 days ___________________
- □ 90 days ___________________

What do you think will be your biggest obstacles in building an Isagenix business?
____________________________________________

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

Learning While You’re Building
Next Core 4 Event you’re committed to attending:
- □ Summer Kick Off (date)_________________
- □ Celebration (date)____________________
- □ IsaU (date)___________________________
- □ UIA (date)___________________________
- □ Other (date)_________________________

I will complete the Isalife Success Plan training by: (date)
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.

= up to **US$3,050** in Bonus Money!*  
(Associate to Crystal Executive 180 days)

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**US$50** Consultant Advancement Bonus  
+ **US$250** Crystal Manager Bonus (achieve within 60 days of becoming an Associate)  
+ **US$750** Crystal Director Bonus (achieve within 120 days of becoming an Associate)  
+ **US$1,000** Crystal Executive Bonus (achieve within 180 days of becoming an Associate)  
+ **US$1,000** Consultant Development Bonus ($100 each personally enrolled Consultant)

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* 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.
MY GOALS

GOAL SETTING
In the next 90 days, I want to achieve: ____________________________

My current recognition rank is: ____________________________

My recognition rank will be ____________________________ in 90 days.

I have ____________________________ Personally Enrolled Consultant(s).

I will have ____________________________ Personally Enrolled Consultants in 90 days.

My weekly Isagenix income is: ____________________________

My weekly income with Isagenix will be ____________________________ in 90 days.

I currently have ____________________________ Personally Enrolled Executives(s).

I will have ____________________________ Personally Enrolled Executives(s) in 90 days.

When I achieve my goal in 90 days, I will feel ____________________________

and celebrate by ____________________________

HINT:
Consultant 0-1 Personally Enrolled Consultants
Manager 2-5 Personally Enrolled Consultants
Director 6-9 Personally Enrolled Consultants
Executive 10+ Personally Enrolled Consultants

How is your Isagenix business going to change your life over the next six months?

____________________________________________________________________
____________________________________________________________________
____________________________________________________________________
____________________________________________________________________
____________________________________________________________________
____________________________________________________________________
____________________________________________________________________
____________________________________________________________________
SET YOURSELF UP FOR SUCCESS

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

ELIMINATE DISTRACTIONS/EXCUSES

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

___________________________________________________________________________

___________________________________________________________________________

___________________________________________________________________________

___________________________________________________________________________

___________________________________________________________________________

I will start.... organising my office, smiling more, carrying Isagenix products to give as samples, wearing Isagenix gear, etc.

___________________________________________________________________________

___________________________________________________________________________

___________________________________________________________________________

___________________________________________________________________________

___________________________________________________________________________

I will spend __________________________ hours per week/day building my business.

To achieve these goals, I will perform Say, Share, Do __________________________ times a week.
EXAMPLE DAY + ACCOUNTABILITY

Use the following calendar to help you make plans for your future and work towards your goals. Schedule income-producing activities in the daily portion and set priorities for each week. Hold yourself accountable, and make sure you check everything off your list by the end of the week!

INCOME-PRODUCING ACTIVITIES EXAMPLES

SAY - Sharing Isagenix on social media, over the phone, or in person by hosting an in-home party.

SHARE - Sending people to ANZ.IsaMovie.com.

DO - Helping a new Customer pick their first pack or system.

Sharing the You Share, They Share, Repeat™ system with those who have already viewed ANZ.IsaMovie.com.

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**MONDAY**

- New member call with Sarah @ 9:00am
- Follow up with Kate on IsaMovie @ 11:00am
- Train on You Share, They Share, Repeat with Jake at Sip and Sample @ 7:00pm

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**TUESDAY**

- Send ‘SAY’ text message to Tom
- Post progress on Facebook
- Host Facebook party @ 6:00pm

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**TOP PRIORITIES**

- Follow-up with 3 people
- Share my story with 5 people each day this week.
- Ask current customers for referrals.
- Reach out to one person off my chicken list!
- Schedule Sip and Sample
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**ISALIFE SUCCESS PLAN**
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It’s time to GET CRYSTAL CLEAR ON YOUR ‘WHY.’ A well-developed why 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.)
If you want better answers, you need to ask better questions. Before you recommend Isagenix as a solution, you need to know the problem you’re trying to help solve.

F.O.R.M. stands for Family, Occupation, Recreation and Motivation. This template for directing conversations can be extremely useful for those working on their connecting and communication skills. Direct the conversation through these four points to get to know others’ needs. Later, you can use this information to match your prospect to the best Isagenix Solution for them.

When asking F.O.R.M. questions, be sure to make mental notes about the person you’re talking to, and start thinking about what Isagenix Solution(s) is/are right for them.

Are they passionate about exercise, running marathons, etc.? Isagenix Performance products could be a great fit for them. Are they actively trying to lose weight? If so, they may be interested in the 30-Day System. Remember that the purpose of F.O.R.M. is to learn more about your prospect, establish trust and create a connection that will allow you to share your Isagenix story.

“We have to find out if someone even has an interest in solving their problems – whether they want to lose weight, work on their financial problems, etc. Once we observe where people are in life, presenting becomes more about solving individual problems than making a sales pitch.” – Michael S. Clouse

**A FEW EXAMPLES OF F.O.R.M. QUESTIONS**

**Family**
- Where are you from?
- Where did you go to school?
- How many kids do you have?
- Are you married?
- Is this your sister/brother/mum/dad/spouse?

**Occupation**
- What kind of work do you do?
- How long have you been working there?
- Do you enjoy your job?
- What did you study at Uni/Tafe/College/School?

**Recreation**
- What do you like to do for fun?
- Where is your favourite place to holiday?
- Where would you love to go on holiday?
- Do you have any hobbies?

**Motivation**
- If you could do anything, what would you do?
- Aside from work, what is important to you?
- What makes you the happiest?
- Do you wish you had more flexibility with your time?
- My passion is ___________. What is yours?

**M Is for Motivation**

“My questions revolve around the intimate details surrounding what motivates people,” says Angelike Norrie. “For instance, if they want to lose weight, I ask them how much weight they’d like to lose, followed by, ‘Why that amount, and why is it important or significant? Have you been at that weight before? What did that feel like? How was your life different?’ Then I go from there. Ask questions in sequence, and really delve in.”
Simply sharing your personal story can be one of the most effective ways to market your Isagenix business. We love your excitement and passion for Isagenix and we want to make sure you share your success in a compliant and accurate 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.

To build your 30-second story, answer the following questions:

1. **Your background:** My job, my health, my family was...

2. **What didn’t you like about it?** I didn’t like that...

3. **What was your solution (related to Isagenix)?** I found a solution with Isagenix...

4. **How do you feel about your future now?** I now feel/believe/am...
CONNECT WITH YOUR STORY

Look at the questions you answered on the previous page. Now, put that together in a 30-second story that accurately (but quickly) reflects your Isagenix journey so far.

Here's a sample compliant story to give you a sense of how it flows together:

“I was working a full-time job on top of parenting, and I was not fitting into any of my prepregnancy clothes. I was so frustrated. I was tired all the time and I felt like I just couldn’t keep up with everything. I found a solution when I met up with my friend, Sally. She was so energetic and had this new glow about her and I wanted that for myself. I have been on the products for almost a year now and I can’t imagine a day without them. I now feel even more energetic than my kids and fit into my jeans from high school! I don’t remember ever feeling this good! I believe everyone deserves a body that allows them to do everything they want to do.”

Write your 30-second story here:

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Like what you see? Want to make a few changes? Write your final story here:

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MAKE YOUR ‘WHO DO YOU KNOW?’ LIST

You know more people than you may think. So, let’s work on a ‘Who Do You Know?’ list. This list should always be growing. Think of this as a memory jogger that you can keep coming back to when your prospect list is short.

ATTRIBUTE-FOCUSED MEMORY JOGGER

Who do you know who is:
- Health-conscious.
- Always tired.
- A competitive athlete.
- A regular at the gym.
- Super busy.
- A stay-at-home parent.
- Bilingual.
- Entrepreneurial.
- Positive and outgoing.
- A business owner.
- An international traveller.

LOCATION-FOCUSED MEMORY JOGGER

Who do you know from:
- Work.
- The salon you visit.
- Your doctor’s office(s).
- Your dentist’s office.
- Your chiropractor/massage/physical therapist's office.
- Your realtor’s office.
- Your car dealership or mechanic shop.
- Your dry cleaner.
- Your nail or spa technician.
- Your vet’s office.
- Your insurance agent’s office.
- Your gym.
- Your kid’s school or activities.

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As you look at the memory-jogger lists, write down the names of people you know. Add a checkmark to the Say, Share, Do™ column after you introduce them to Isagenix using the Say, Share, Do system. If they don’t sign up after connecting with them initially, set a date to follow up with them. You never know when someone might realise they need what you have!

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“THE FORTUNE IS IN THE FOLLOW-UP.”
BUT WHAT DOES THAT MEAN?

It can take up to 12 follow-ups with someone before they may decide to try a product or service. And some may never make the decision. Remember to be patient and respectful. Follow-up allows you to build rapport and trust. If someone isn’t ready to talk about Isagenix or isn’t ready to get started, that’s OK. You can keep them on your list, maintain a relationship and when the time is right, offer Isagenix as a solution again.

Part of following up is overcoming objections.
Sometimes, objections are hiding another concern or worry. For instance, when someone says they don’t have enough money to place an order, they might actually be afraid of making an investment into something before they know it works. It’s important to remember that you don’t have to take every objection at face value. Keep asking questions until you get to the root of their real concern and you’ll be more likely to find a solution that works for them. Think of it as peeling back the layers off an onion – the more questions you ask, the more likely you are to get to the real objection, and in turn, the more likely you’ll be to resolve it. If someone has previously asked you not to contact them or if a prospective customer asks you not to contact them, please respect their wishes.

OVERCOME OBJECTIONS
When you’re sharing Isagenix, you’re likely to receive questions and objections. A very effective way to address these is by listening and showing you understand. 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.”

CONNECTING - SHARE ISAGENIX

Remember, when sharing Isagenix:

1. **Less is more.**
   Don’t overwhelm people with too much information.

2. **Use the tools.**
   Utilise your team members, 3-Way Calls, Facebook groups and the resources at ANZ.IsagenixBusiness.com.

3. **Keep it simple.**
   Keep your approach to Isagenix simple by following Say, Share, Do™. By showing others how easy it is to share Isagenix, they’ll be more likely to start sharing, too.

**SHARING ISAGENIX**

- INTERESTED IN
  - BUSINESS
  - INFORMATION
  - PRODUCTS

- INFORMATION
  - IT DEPENDS
  - WHY?
  - INFORMATION?
  - NO
  - YES
  - SCHEDULE VIDEO
  - SCHEDULE FOLLOW-UP

- REFERRAL
  - ARE THEY THE RIGHT FIT FOR ME?
  - AM I THE RIGHT FIT FOR THEM?
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.

4 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.

5 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.

CLAUDIA TOMCZYK
ISA BODY CHALLENGE 2018 GRAND PRIZE WINNER
Isagenix Customer since 2014
PRIZES

Participants who complete all requirements of the Challenge have the chance to win a share of over AU$150,000 in cash and prizes. The date that you end your Challenge will determine the Judging Period you qualify for.

TRANSFORMATION OF THE MONTH
(12 per year)
• AU/NZ$100 Product Coupon
• Recognition on social media

COMPLETION PACK
(Everyone who completes)
If you ticked everything on the Completion Checklist, you’ve met all the Challenge requirements and have earned a Completion Pack. You will receive your pack after your Judging Period closes. It includes:
• AU/NZ$200 Product Coupon
• Exclusive IsaBody apparel
• Recognition certificate

HONOURABLE MENTION
(Four per judging period)
• AU/NZ$500
• Recognition on social media

FINALIST PRIZE
(Four AU finalists per judging period and two NZ finalists per judging period)
• AU/NZ$3,000
• Return airfares and accommodation to attend the Judging Event
• Return airfares, accommodation and Event Ticket to ANZ Celebration
• Exclusive ANZ Celebration Reception
• Professional photo shoot including hair and makeup
• Chance to win the Grand Prize
• Recognition on stage at ANZ Celebration and on social media

GRAND PRIZE
(One AU per year and one NZ per year)
In addition to Finalist Prize:
• AU/NZ$10,000
• Return airfares and accommodation to attend Global Celebration
• Global Celebration Event Ticket
• Global Celebration on-stage recognition and trophy
• All-expenses paid trips to attend 2019 ANZ ISAUs and speak on stage
• Recognition on social media and in Isagenix marketing materials
• Business training

GLOBAL GRAND PRIZE
In addition to Grand Prize:
• US$50,000
• Return airfares and accommodation to attend Global Celebration 2020
• Global Celebration Event Ticket
• Professional photo shoot including hair and makeup
• Recognition on social media and in Isagenix marketing materials
RECOGNITION TIPS

How will you celebrate when your team member achieves their goals?
E.g.: Card, flowers, dinner, recognition call, social media post, etc.

Tip: Support and recognise your team simply and efficiently with IsaPulse™. Send team members a congratulations text or Facebook message as soon as they achieve a new rank.

Get the IsaPulse app at IsaPulse.com.

HOW TO HOST A SIP AND SAMPLE

HEALTHY LIVING IS BETTER WHEN IT’S SHARED.

Being a Host is fun, simple and rewarding.

Visit the ‘Host your own event’ page at ANZ.IsagenixEvents.com for information on how to book, prepare, promote and host your own successful Sip and Sample session. Share photos and live testimonials on social media by using the hashtag #IsagenixSipAndSample and #IsagenixANZ.
For tips on how to share Essence by Isagenix, visit ANZ.IsagenixBusiness.com, and click ‘Tools’ to find the Essential Oils toolkit.
We are glad you want to learn more about Isagenix and its life-changing products and opportunities!

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

We recommend that you carefully review and become familiar with the following information.

If you have any questions, contact the Isagenix ANZ Compliance team at ComplianceANZ@IsagenixCorp.com, or call 1300 651 979 (AU) and 0800 451 291 (NZ).

**BUSINESS OPPORTUNITY AND EARNINGS CLAIMS**

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

- 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. For average earnings, refer to ANZ.IsagenixEarnings.com.
- An Isagenix Legacy Club Millionaire is an Independent Associate to whom Isagenix has paid a gross total of US$1 million or more since joining Isagenix.
- All earnings representations reflect gross amounts that do not include a deduction for business expenses associated with pursuing the business opportunity. Business expenses will vary greatly.

**PRODUCT AND WEIGHT LOSS CLAIMS**

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

- The statements appearing on this website have not been evaluated by the Therapeutic Goods Administration. These products are not intended to diagnose, treat, cure or prevent any disease.
- Weight loss and other product testimonials reflect individual experiences of Isagenix Customers and are not typical of the results you may obtain. Results vary with individual effort, body composition, eating patterns, time, and exercise.
- In a study performed in 2012 by University at Chicago researchers, subjects lost an average of 4.1 kg with an average of 0.9 kg of the loss from visceral fat after 30 days on an Isagenix System. The subjects also had a greater level of adherence and had more consistent weight loss from week to week compared to subjects on a traditional diet. View study results here. Always consult your GP before making any dietary changes or starting any nutrition, weight-loss or exercise program.
- If you are pregnant, breastfeeding, diabetic, on medication, have a medical condition or are beginning a weight-loss program, consult your GP before using Isagenix products or making any other dietary changes. Discontinue use if adverse event occur.
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