



30-DAY  
**Action Plan**

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NAME:



# HOW TO BUILD **Your Next 30 Days**

## **STEP 1:** SET GOALS

Set your stretch goals for the next 30 days! What do you want to achieve with Isagenix? Both physically and financially, now is the time to put pen to paper and commit to your goals!

## **STEP 2:** PLAN ACTIVITIES

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

## **STEP 3:** SCHEDULE YOUR IDEAL WEEK

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

## **STEP 4:** AN HOUR A DAY

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

## **STEP 5:** FILL OUT YOUR LIA WORKSHEET

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

## **REPEAT!**

Once you've completed your 30-day action plan, repeat the process to continue working towards the goals you've set.



# 30-Day Action Plan

## GOAL SETTING

Over the next 30 days:

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

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

5. My recognition rank will be \_\_\_\_\_ within 30 days of \_\_\_\_\_.
6. I will Cycle \_\_\_\_\_ times per week by \_\_\_\_\_.

## HINT:

**Consultant** 0-1 Personally Enrolled Consultants

**Manager** 2-5 Personally Enrolled Consultants

The average Manager/Crystal Manager develops 1 Consultant for every 6.5 enrollments.\*

**Director** 6-9 Personally Enrolled Consultants

The average Director/Crystal Director develops 1 Consultant for every 5.5 enrollments.\*

**Executive** 10+ Personally Enrolled Consultants

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

7. When I achieve my goal by \_\_\_\_\_, I will feel \_\_\_\_\_

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8. When I achieve my goal by \_\_\_\_\_, I will celebrate by \_\_\_\_\_

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\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\*Information provided for reference purposes only. Isagenix Independent Associates earn compensation based on sales volume and are not required to enroll or develop any number of Consultants to be eligible to participate in the Isagenix Team Compensation Plan. Based on lifetime statistics for all Associates across all markets whose highest recognition rank achieved is Manager. Calculated by comparing the total number of enrolled Customers that achieved a recognition rank of Consultant or above to the total number of enrolled Customers over the lifetime of each account. Customers that did not create an account or did not purchase membership with Isagenix are not included in this calculation. Requirements to achieve Manager recognition status may vary by country. Information accurate as of Nov. 19, 2021

# WEEKLY Activities Outline

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

## CONNECTING

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

## PRESENTING

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

## TEACHING OR TRAINING

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

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

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# Ideal Week



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

		MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
MORNING	5 AM - 6 AM	Isagenix payday!						
	6 AM - 7 AM							
	7 AM - 8 AM							
	8 AM - 9 AM							
	9 AM - 10 AM							
	10 AM - 11 AM							
AFTERNOON	11 AM - 12 PM							
	12 PM - 1 PM							
	1 PM - 2 PM							
	2 PM - 3 PM							
	3 PM - 4 PM							
	4 PM - 5 PM							
EVENING	5 PM - 6 PM							
	6 PM - 7 PM							
	7 PM - 8 PM							
	8 PM - 9 PM							
	9 PM - 10 PM							
10 PM - 11 PM								
11 PM - 12 AM							Commission week ends at 11:59 p.m. ET.	

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

### CONNECTING

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- 
- 
- 

### PRESENTING

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- 
- 
- 
- 
- 

### TEACHING OR TRAINING

- 
- 
- 
- 
- 
- 

### CONNECTING

Goal  
Achieved

### PRESENTING

Goal  
Achieved

### TEACHING OR TRAINING

Goal  
Achieved

# AN HOUR A DAY Checklist



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

## **PRESENTING** (30 minutes)

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

## **SOCIAL MEDIA POST** (10 minutes)

Facebook, Instagram, TikTok, LinkedIn! Share your story, highlight someone else's, shout out a happy product user, provide value, engage your network, walk through your day using products, demonstrate the benefits the Isagenix Team Compensation Plan can provide. Your stories are your reality show, your posts are your highlights. If you have a team Facebook group, actively participate on there, too.

## **3 x 3 x 3 OR 5 x 5 x 5** (15 or 25 minutes)

### **3 OR 5 NEW REACH-OUTS**

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

### **3 OR 5 FOLLOW-UPS**

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

### **3 OR 5 POUR GREATNESS**

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

## **CUSTOMER OR ASSOCIATE CHECK-IN** (5 minutes)

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

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# Leader in Action

The information on this worksheet helps Associates track key business-building metrics (the formulas and calculations on this worksheet may differ from Leader In Action points calculated for promotions and other incentives). For more information, refer to the Contests & Promotions tab on IsagenixBusiness.com.

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

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

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

WEEK ENDING	1PET Personal Enrollment Points	2PET Enrollment Points	Personally Enrolled Rank Advancement Points	Active Week Points	
1					
2					
3					
4					
5					
		+		+	
			+		=

(Maximum of 20)

**TOTAL POINTS**

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

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



# Resources



## Website Guide

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

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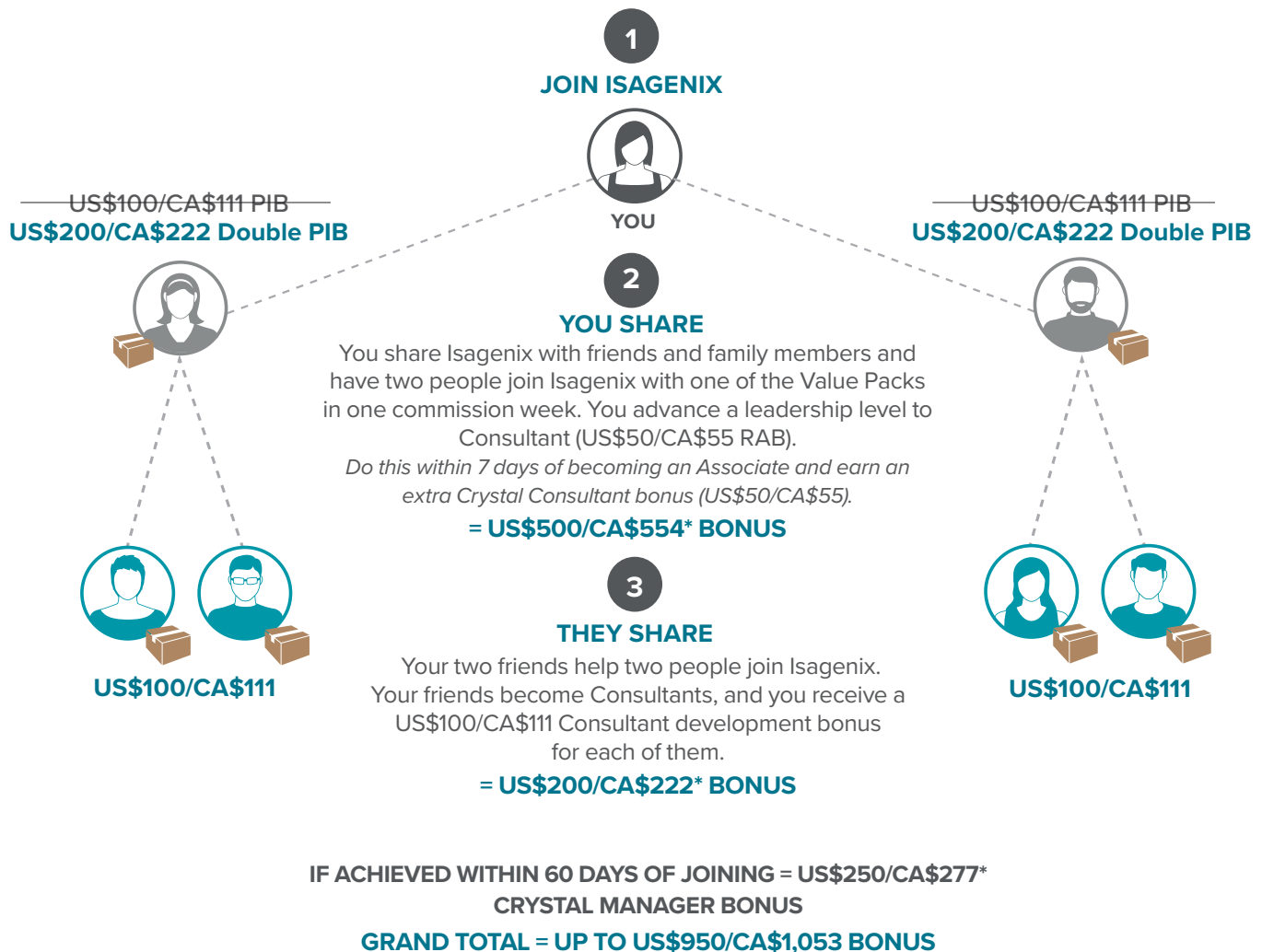
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# You Share, They Share, Repeat

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



#### VALUE PACKS

- Weight Loss Value Pack
- Performance Value Pack

#### KEY TERMS

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

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

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

# Script Example

**YOU SHARE  
THEY SHARE  
REPEAT**



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

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

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

Let's say that <.....name.....> enrolls with a Weight Loss Value Pack, so Isagenix would pay you a US\$100/CA\$111 Product Introduction Bonus, known as a PIB.

Then <.....name.....> also enrolls on a Weight Loss Value Pack, so Isagenix would pay you another US\$100/CA\$111 PIB.

## HERE'S WHERE IT GETS REALLY EXCITING!

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

That's a total of US\$400/CA\$444 so far.

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

You would now have earned a total of US\$500/CA\$554 just for helping two new Customers get started!

## This is called You Share.

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

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

## This is called They Share.

Up to this point, you would earn a total of US\$700/CA\$776!

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

That's a potential grand total of up to US\$950/CA\$1,053. Now you could do this once, and it would cover more than the cost of your Weight Loss Value Pack. And you can repeat it to earn even more money.

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

## NOTES:

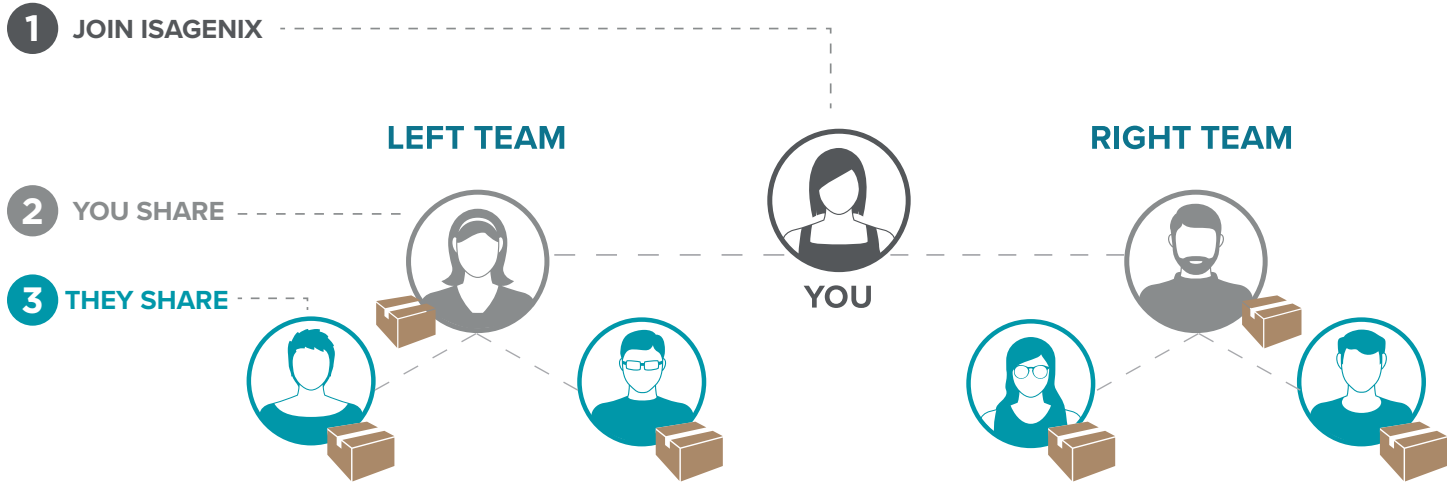
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PRACTICE

# You Share, They Share, Repeat



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**PRACTICE HERE**

# Who Do You Know?



## IDENTIFY PROSPECTIVE NEW CUSTOMERS, AND CREATE YOUR LIST EASILY!

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

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

### WHO DO YOU KNOW WHO ...

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

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

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

### WHO DO YOU SEE AT ...

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

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



# Important Message

FROM YOUR ISAGENIX SALES TEAM



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

During your time with Isagenix, you are likely to hear various testimonials as well as certain statements or references to extraordinary product experiences, weight loss results, and Isagenix Independent Associate earnings.

We want to celebrate and recognize each person's individual successes and results, whatever they may be, but we want to avoid creating unreasonable expectations concerning the success you or others may experience. We also want you to have accurate information to make informed decisions about using the products and participating in the income opportunity.

We recommend that you carefully review and become familiar with the following information, which is designed to clarify and qualify the claims about products and earnings. We also encourage you to review and become familiar with the Isagenix Earnings Disclosure Statement at [IsagenixEarnings.com](http://IsagenixEarnings.com). If you have any questions, please contact your area sales representative or the Isagenix Compliance team at [Compliance@IsagenixCorp.com](mailto:Compliance@IsagenixCorp.com), or call 877.877.8111.

## **BUSINESS OPPORTUNITY AND EARNINGS CLAIMS**

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

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

## **PRODUCT AND WEIGHT LOSS CLAIMS**

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

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

