

## NEW ASSOCIATE INFORMATION

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

## COMMUNICATION WITH NEW ASSOCIATE

Build a steady line of communication with your New Associate. Keep track of the date, communication medium, and what you discussed.

Date	Type (Phone, In person, Text, etc.)	Details

## NEW ASSOCIATE ORDER

Order Date: \_\_\_\_\_ Autoship Date: \_\_\_\_\_

Order Pak: \_\_\_\_\_ Autoship Order: \_\_\_\_\_

## COMPLETE THESE STEPS WITHIN 48 HOURS OF JOINING ISAGENIX

### STEP 1 - PLUG IN

To fully welcome and engage your New Associate, be sure to complete the following steps in the timeline given.

#### Within 24 Hours of Joining Isagenix

- Send a Welcome Email** – This email should include the following information:
  - A welcome message that shares your excitement for them to start their Isagenix journey
  - [IsaProduct.com](#) (Product coaching and information)
  - [IsaMovie.com](#) (Visual education and how we share the Isagenix story)
  - [IsagenixBusiness.com](#) (Business training system)
  - Cleanse Coaching Call Times  
Find dates and times for the next IsaProduct Coaching Call at [IsaProduct.com](#).
  
- (Optional) Set a Date and Time for a Welcome Call** – Be Sure To:
  - Optional: Include an existing Associate on your team with a 3-Way Call
  - Share stories to build support
  - Reassure your New Associate that you are their resource for help and guidance
  
- Incorporate Your New Associate on Social Media and Communications**
  - Team Calls (if applicable)
  - Your Team's Facebook Page (if applicable)
  - Add to your Instagram Account (if applicable)
  - Have your new team member subscribe to the email feed on [IsaFYI.com](#) or [IsagenixHealth.net](#)
  - Introduce them to the weekly podcasts at [IsagenixPodcast.com](#)

## STEP 2 - DETERMINE ASSOCIATE'S GOALS - Check all that apply

- |   |  |
|---|--|
| <input type="checkbox"/> <b>Weight Loss</b>           | <input type="checkbox"/> <b>Enhance Mental Clarity</b> |
| <input type="checkbox"/> <b>More Energy</b>           | <input type="checkbox"/> <b>Decrease Stress</b>        |
| <input type="checkbox"/> <b>Increased Performance</b> | <input type="checkbox"/> <b>Eliminate Bad Habits</b>   |
| <input type="checkbox"/> <b>Healthy Aging</b>         | <input type="checkbox"/> <b>Improve Lifestyle</b>      |
| <input type="checkbox"/> <b>Wealth Creation</b>       | <input type="checkbox"/> <b>Other:</b> _____           |

## STEP 3 - INTRODUCE THE ASSOCIATE BACK OFFICE

- Introduce the New Associate to their Back Office and replicated website.
- Log in to your Back Office and click on "Help/Tutorials" on the upper right corner then:
  - Show the New Associate how to sign up a new customer (Tutorial video: "Signing up a New Member")
  - Teach the New Associate how to update Autoship (Tutorial video: "Managing Your Autoship")

## STEP 4 - ISABODY CHALLENGE/ HEALTHY MIND AND BODY

Share the IsaBody Challenge® and show them how to register in their associate back office. Learn more about the challenge at [IsaBodyChallenge.com](http://IsaBodyChallenge.com).  
Share the Healthy Mind and Body Program and show them how to sign up in their Associate Back Office. For more information, visit [HealthyMindandBody.com](http://HealthyMindandBody.com).

## OPTIONAL STEP 5 - COMPLETE NEW ASSOCIATE INTERVIEW

Complete the New Associate Interview - Health Goals (pages 3) for all New Associates joining Isagenix. For those who indicated interest in Wealth Creation in STEP 2 go on to the New Associate Interview- Wealth Goals (page 4-5).

## STEP 6 - REFERRAL MANAGEMENT - Check preferred option

Tell your New Associate: *As you begin to reach your goals people will notice and they'll want to learn more about the Isagenix solutions. You have three options on how you'd like to handle referrals.*

- Pass the contact directly to me: *If you know you aren't interested in building a business or selling the products, I would be happy to and appreciate the opportunity to share the solutions with them.*
- Learn how to get your products paid for: *If you are not quite sure you're interested in building a business with Isagenix, I would be more than happy to show you how your referrals can pay for the products you buy for your personal use.*
- Learn how Isagenix can help you become financially free: *I can show you how to share Isagenix with your referrals so that you can begin to build a residual income.*

## THE CRYSTAL PROGRAM

Briefly explain the Crystal Program to your New Associate then say: *Even if you are not interested in the Isagenix business at this moment, I am obligated to share this information with you because of the specific deadline dates.*

**JOIN DATE:** \_\_\_\_\_

**Crystal Manager:** "YOU+TWO, THEM+2" = US\$250/CA\$277 bonus  
(Join date + 60 Days): \_\_\_\_\_

**Crystal Director:** "YOU+TWO, THEM+2" (3x) = US\$750/CA\$832 bonus  
(Join date + 120 Days): \_\_\_\_\_

**Crystal Executive:** "YOU+TWO, THEM+2" (5x) = US\$1,000/CA\$1,110 bonus  
(Join date + 180 Days): \_\_\_\_\_

## STEP 7 - COMMITMENT FORM

Complete the Commitment Form (page 6) for all New Associates who completed Associate Interview B. Once completed please give copy to your New Associate for their reference

# New Associate Interview - Health Goals



Name: \_\_\_\_\_ ID#: \_\_\_\_\_

1. What are your health goals with Isagenix? (Circle or fill in "other.")

- |   |  |
|---|--|
| <input type="checkbox"/> Weight Loss            | <input type="checkbox"/> Decrease Stress                   |
| <input type="checkbox"/> More Energy            | <input type="checkbox"/> Eliminate Bad Habits              |
| <input type="checkbox"/> Increased Performance  | <input type="checkbox"/> Improve Lifestyle                 |
| <input type="checkbox"/> Healthy Aging          | <input type="checkbox"/> Earn Bonuses for Sharing Isagenix |
| <input type="checkbox"/> Enhance Mental Clarity | <input type="checkbox"/> Other: _____                      |

2. Why do you want to achieve this goal?

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3. Are you registered for the IsaBody Challenge®?

- Yes
- No

*If no, visit [IsaBodyChallenge.com](http://IsaBodyChallenge.com) to learn more about the IsaBody Challenge.*

4. Have you signed up for the Healthy Mind and Body Challenge?

- Yes
- No

*If no, visit [HealthyMindandBody.com](http://HealthyMindandBody.com) for learn more about the Healthy Mind and Body program.*

5. Who is on your support team?

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6. Is there anyone else you would like to join you on your journey to fulfilling your health goal?

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7. It is my responsibility to show you how you can get your products paid for. (Show the "YOU+TWO, THEM+2" video or draw it out and also show the Crystal Program so they don't leave any money on the table.)

Name: \_\_\_\_\_ ID#: \_\_\_\_\_

1. Imagine the day when time and money are no longer an issue. What will that look like and what will you be doing? How will starting with Isagenix help you achieve your goals?

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2. How would you rate your level of commitment to your Isagenix Business?           (10 being the most committed, 1 being little to no commitment.)

3. Why did you rate that level of commitment?

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4. What attracted you to network marketing?

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5. Who do you know in network marketing?

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6. Do you know anyone who lives in or is from one of our international markets? If so, who?

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7. What was the determining factor that led you to start building your Isagenix business?

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8. What are your financial goals for the next 30 days? (get your products paid for, cover your car payment every month, etc.)

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How about the next 60 days?

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The next 90 days?

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How about one year from today?

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9. How many hours a week will you commit to building your team to reach your goals?

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10. What do you think will be your biggest obstacles in building your business?

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11. What is the best way to contact you? (phone, email, social media, etc.) Please include contact information here:

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12. Building a strong network can take time. Will you commit to ordering a minimum of 100 BV each month and dedicate at least one year to your business?  Yes  No

13. Where and how do you interact with the most people on a daily basis? (gym, shopping, social events, hobby-related activities, work, etc.)

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14. Communication is vital. What day and time can we set up a call this week?

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15. Attendance at events is a HUGE part of success in this industry. What is the next event you plan to attend?

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16. Are you interested in joining the IsaBody Challenge® to hold yourself accountable to your health and fitness goals?

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17. Are you interested in joining the Healthy Mind and Body Program?

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*Earning levels for Isagenix Independent Associates that appear in this publication are examples and should not be construed as typical or average. Income level achievements are dependent upon the individual Associate's business skills, personal ambition, time, commitment, activity and demographic factors. For average earnings, see the Isagenix Independent Associate Earnings Statement found at [IsagenixEarnings.com](http://IsagenixEarnings.com).*

*All amounts are shown in USD. To calculate the CAD equivalent, multiply the USD amount shown by the Foreign Exchange Multiplier (1.11) (USD x Foreign Exchange Multiplier = CAD). For example you earn \$820 USD for YOU+2, THEM+2 with Presidents Pak. To calculate the CAD equivalent (\$820 USD x 1.11)= approx. \$910 CAD. This value is subject to change every 6 months based on published exchange rates. The Foreign Exchange Multiplier of 1.11 is valid through December 28, 2015.*

Please give this section to your new team member.

## COMMITMENTS

Please initial

\_\_\_\_\_ I commit to compiling a list of the top 10 people I want to partner with and will discuss this with my support team leader within 48 hours.

\_\_\_\_\_ I commit to pursuing further and continual education to improve my skills as a network marketer.

\_\_\_\_\_ I commit to remain focused and work my business for as long as it takes to achieve my goals.

\_\_\_\_\_ I commit to develop and follow my 90-Day Game Plan.

\_\_\_\_\_ I commit to make \_\_\_\_\_ connections per day and utilize all forms of communication. (social media, face-to-face, phone, Launch Parties, Super Saturdays, Opportunity Meetings, etc.)

\_\_\_\_\_ I commit to attending Core Four events.

## CHECKLIST

1. Lead by example. Start using your Isagenix products and share your progress to start a buzz.
2. Go to [IsagenixBusiness.com](http://IsagenixBusiness.com).
  - Create the contact list for your most immediate prospects.
  - Click the “Start Here” button.
  - Make your “Who Do You Know?” list.
  - Learn how to get your products paid for.
  - Create interest, post on Facebook, and direct people to [IsaMovie.com](http://IsaMovie.com).
  - Follow up and share.
  - Teach others how to get their products paid for.
3. Learn how to share the compensation plan. Watch Isagenix leaders for proven techniques and start making your list.
  - **“YOU+TWO, THEM+2”** video with Erik Coover on [IsagenixBusiness.com](http://IsagenixBusiness.com). (Click “Start Here,” then “Learn How to Get Your Products Paid For.”)
  - Maximizing the Isagenix Compensation Plan Video on [IsagenixBusiness.com](http://IsagenixBusiness.com). (Click “Training,” then under “Isagenix Compensation Plan,” watch the “How to Maximize the Isagenix Compensation Plan.”)
  - Watch and bookmark [IsaMovie.com](http://IsaMovie.com) on your laptop and smartphone to have it readily available to share.
4. Get familiar with the products. Visit [IsaProduct.com](http://IsaProduct.com) and [IsagenixHealth.net](http://IsagenixHealth.net).
5. Register for an event at [IsagenixEvents.com](http://IsagenixEvents.com).
6. Join the IsaBody Challenge®.
7. Join the Healthy Mind and Body Program.