

The 8 Steps to Successfully Launching a New Associate

1. Ask Them – ‘Who Will Want to Do This With You?’

- a. Let them know about the \$100 rebate program if they cleanse with 2 friends i.e. 2 X \$25 PIB's on 2 30-Day Systems and the \$50 Consultant Bonus.
- b. Do not assume that your product users do not want to save or make money.
- c. Assist your people in becoming Consultants as soon as they enrol.

2. Send a Welcome Email – Upon Enrolment

- a. Include your short story i.e. how you were feeling before Isagenix, what happened and why you are excited.
- b. Include numbers for the daily call – 646 519-5830 pin 8081 and also have the new member go to www.isateamsuccess.com and register for the weekly email.
- c. The welcome email is essential in order to connect your new team member with our team calls, events, etc.
- d. Copy 2-3 upline team members.
- e. Connect with your upline leader to get a sample welcome email.
- f. Ensure that your email includes a mention to be signed up on www.isadiary.com

3. Set-Up a Welcome Phone Call – Upon Enrolment

- a. Schedule a call with someone who is upline to your new associate. The call may be product or business based or both.
- b. The welcome call illustrates support and also creates a relationship.

4. Walk Through The Replicated Website – Upon Enrolment

- a. Show your team member how to log in.
- b. Show them how to place orders and modify their autoship.
- c. Show them their placement tree and how to enrol someone. Even product users will generate referrals and this is a critical step.
- d. Show your associate how to customize their landing page and set their profile.
- e. Walk them through their library section and most importantly the 10 Steps to Success.

5. Do the Personal Health Analysis and the New Associate

Interview – Upon Enrolment

- a. The Personal Health Analysis is critical. It will help you be an effective cleanse coach.
- b. The New Associate Interview helps you identify a person's goals, their hours of operation, their contacts and assists you in building the relationship.
- c. Email both documents and schedule a follow-up 24 hours afterward to review.

6. Listen to the C.D. That Comes With the Cleansing System – When the Product Arrives

- a. Make sure your new associate does not take any products without listening to the c.d.
- b. This will save you a great deal of time.
- c. The C.D. prepares them for the cleanse, potential challenges and solutions.
- d. This is a critical step.

7. Take Photos and Measurements – When the Product Arrives

- a. Take before photos from the front and side.
- b. Take measurements – left and right ankle, calf, thigh and hip, waist, chest, neck and upper arm right and left.
- c. It has been said that for every 3 inches a person releases on Isagenix – it equates to one pound of body fat so do not miss this step.
- d. Ask your cleanser to email you with their measurements and photos.

8. Pull All of The Products Out, Coach and Review – When the Product Arrives

- a. Go over the instructions for each product.
 - b. If possible – have them use a Sharpie and write out exactly what they will be taking on the bottle.
 - c. This does not take very long and will ensure they use the products properly.
 - d. Plan to check in with them every few days.
 - e. Let them know that you are there for them.
 - f. Remind them of their goals, why they are important and who else wins when they become healthy.
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Dear Leader

Start to finish the above steps will take you approximately 60-90 minutes/per person and perhaps slightly longer if your new associate is a business builder. The result of following the above steps indicates that people are achieving consultant status faster, having better cleanse results and also a much improved feeling toward their Isagenix experience. To build long term residual income you must do more work on the front end to reap the rewards on the back end. When you have your leaders following this system your team will grow quickly and you will all achieve success.

Go For It!!!

Susan Sly and Chris Arkeveld – Isagenix Millionaires, 7 Star Golden Circles, 7 Star Executives