

How To Kick-start Your Business To Finish Well !

- This 4-Week Program is designed to help you rapidly become a **PROFESSIONAL** and to make a **FORTUNE** Part-time !
- It is a program for people who are serious about making changes in their lives and who are prepared to do some **WORK** to make it happen.
- Many people are now making over **\$12,000 per week Residual Income**.
- **\$1,000** per week Residual Income would require **\$1Million** invested at 5%.
- How much **work would you have to do** to accumulate **\$1Million**?
- If **YOU** don't make a change, **NOTHING** will change !

Week 1

Getting Started

This week you will learn about the Network Marketing Industry; Isagenix Corporation; get to know a little bit more about yourself, and how to get started with the Isagenix Business.

Week 2

Action Week

This week is all about taking action!!! Getting in front of people and getting your confidence up.

Week 3

Learning & Doing

Week 3 is where you will learn more about the tools that you have access to and you will keep taking action.

Week 4

Growing & Doing

This is the week to grow. Both personally and with your team! You will learn about the **AWESOME POWER** of the Subconscious mind and how to program it for success.

Week 1

This week we are going to

1. Learn how to use this manual
2. Learn about the Network Marketing Industry
3. Learn about Isagenix Corporation
4. Learn Why you want to build a Business
5. Learn How to get started building Your Fortune.

How to Use This Manual

This manual provides information and links to all of the material that you will require to Finish Well in life. It is the equivalent of the 'University Course Notes' to become a Professional in this industry. It is like the theory component of doing an apprenticeship. And just like doing an apprenticeship we earn as we learn. Learning the knowledge and skills will enable you to make an absolute Fortune part time! Many others have already done this and you can too.

- Read all of this document initially so that you know what it contains.
- Download this document and print a copy so that you can easily read it and refer to it often.
- Also save a copy on your Desktop so that you can easily open it and click on the embedded links to the videos etc.
 - **Download this 'Kick-start Program'** from www.teamfsi.net/kickstart
- As you complete the tasks and watch the videos put a 'Tick' next to them in your printed copy. Each of the tasks has a small circle (o) next to it. Doing this will enable you to track your progress and ensure that you complete each section of this course. Each section is vital to maximize the rate at which you will achieve success.

To be successful in Network Marketing you must have a high belief in :

1. The Network Marketing Industry
2. The Company
3. The Products
4. The Compensation Plan
5. You

Build Your Knowledge Of Network Marketing

Network Marketing is one of the biggest industries in the world. In 2012, global sales in the music industry were \$15 Billion, the movie industry \$88 Billion, and the Network Marketing industry \$178 Billion!!!

Network Marketing is not a pyramid scheme and it's not dodgy, it is in fact one of the largest industries in the world.

To broaden your knowledge of and build your belief in the Network Marketing industry, start by watching the following videos...

- **'Network Marketing Myth Busters'** by David T.S. Wood - [Click here](#).
- **'The Business of the 21st Century'** by Robert Kiyosaki – [Click here](#)

- **'The Next Trillion Dollar Industry' by Paul Zane Pilzer** – [Click here](#)
- **'I still think it's a Pyramid Scheme'** – [Click here](#).

Isagenix Corporation

Isagenix was founded in 2002 by John Anderson and Jim & Kathy Coover in the US. It is now operating in 13 countries and has accumulated nearly \$3Billion in sales.

If you are going to spend time building an Isagenix business you need to know how it started and that it is based on very solid foundations.

Watch Isagenix Executive Vice President and Co-Founder, Kathy Coover, sharing the history of Isagenix and explaining why it is the ambassador to the network marketing industry.

- **'Isagenix History Explained' by Kathy Coover** - [Click here](#)

Over 120 people have already received over \$1million each in bonuses. Some are receiving over \$1million per year. Hundreds are making over 6 figures per year. In July 2014 Isagenix ANZ had 5 times the turnover it had in 2013.

To meet some of the Aussie \$Million earners and see a hypothetical example which tries to explain the massive time duplication factor that is involved in the Network Marketing and how people have been able to make as much as \$100,000 in 6 months and then to be earning over \$700,000 per year in 12 months, watch the following video.

- **'How To Make \$80,000 In 5 Months' by Trevor Chatham** - [Click here](#)

Getting Started

Brett Davis and Sammie G are Australia's fastest couple to start achieving 250+ cycles per week and hence start making over \$US13,500 per week. That's over \$700,000 per year. They made over \$100,000 in their first 6 months of the business which goes to prove that the hypothetical figures talked about in the previous video are not that unrealistic. The webinar recorded by Brett is brilliant, covers all of the basics, and has obviously been proven to work!!!!

- **'Starting Your Isagenix Business' by Brett Davis** – [Click here](#)

What Is Your 'Why'?

Clearly identifying and discovering your 'Why' and knowing what excites you is so important, as it is your driving force of what motivates you to be successful every single day. It is your Dream, Goal or Ambition, your 'Why', that is going to cause you to get out of your comfort zone, learn new skills, and spend time and money building your business. You have been 'Getting By' doing what you have been doing in the past. It is only by developing a 'Burning Desire' for something that you will move on and do what is necessary to get it.

When the Dream is Big Enough, the Facts don't Count !!!!

Simon Sinek's TEDx Talk recorded in 2009 is one of the all-time great talks! It has been watched over 700,000 times and he has also written a best-selling book by the same name.

Start with WHY – How Great Leaders Inspire Action.

- **'Start with Why' by Simon Sinek - [Click here](#)**

Peta Kelly did not experience massive growth initially in the business when she was focussing on the products and the benefits they offered. She was one of the first people in Isagenix to really start focussing on the vision of what life could be like for young people today. When in her presentations she stopped focussing on the products, the compensation plan, and the history of the company and started focussing on the 'WHY' her business just exploded. She went from making around \$500 per week to making over \$13,500 per week 12 months later. Watch the video below of Peta presenting on stage at the US Isagenix Celebration in 2014.

- **'Establishing Your Why' by Peta Kelly - [Click here](#)**

What is your 'Why'? What is your Dream, Goal or Ambition with Isagenix ?

- **Think about your 'Why' and write it down below.**

Let your sponsor know your 'Why' once you have thought about it. Make it personal and deep, because this is your motivation behind why you are doing this.

Personal Development

'Go Pro' by Eric Worre is a great book and will help you to become a Network Marketing Professional making a lot of money. It is very easy to read and provides all of the basic steps and skills to learn to build a huge profitable Network Marketing business. It is available as a Kindle, Paperback, Audio Download and Audio CD.

- **Purchase and start reading the book 'Go Pro' by Eric Worre - [Click here](#).**

Using Facebook To Promote Your Business

Social media is a great way to start the flow of interest. The best way to create interest on social media is to create CURIOSITY, so don't post 'Isagenix' all over Facebook & Instagram as then people can go and do their own research, when you want people to come to you for

information. Refer to Isagenix as a 30-Day Nutritional Cleanse as this will entice people to ask you what you are doing. Remember to be yourself; no one will take you seriously if you are a Plumber today and a Nutritional Cleanse Coach tomorrow!

A few things you can do to start creating curiosity on social media:

- Images are very powerful, so you may want to post other peoples transformations on your Facebook page (with their permission). Write a quick blurb like “Another life changed through Nutritional Cleansing, I am so excited to start!”
- Post positive quotes relating to what you are doing
- Post testimonials of the people you have helped through their 30-day program
- Post something along the lines of this on your personal Facebook page:

‘After watching my friend (enter and tag enrolling sponsors name), release/experience/have...using an amazing Super Food Nutritional Cleansing system, I decided it was time for me to see what cleansing was all about. I am so excited to get my body back, and I would love to have some friends join me on this journey to being the healthiest we’ve ever been! Who’s up for looking and feeling their best?’

- **‘How To Use Facebook’ video by Zach and Eden Slobin – [Click here.](#)**

Write Your 100 Name List

Don’t pre-judge people when writing your list. Put them all down. They all need Good Nutrition, Cleansing and Telomere Support. They just may not understand this at the moment. We have a responsibility to share the information and to educate people about the fact that it is possible to make a few changes in the foods we are buying and eating and be much healthier for doing so. Most people could also benefit from having an additional on-going residual income. So don’t prejudge. Write them all down.

This list will allow you to find the initial people that already “Know, Like and Trust you”. They will be the most likely people to say ‘Yes’ to you and join you on your journey.

- **Download your 100 names template – [Click here.](#)**

Out of your 100 people, you are to identify & write a list of 10 people who you would want on your Board of Directors.

What is your Board of Directors?

As you are the CEO of your own company, you want 10 driven, savvy, entrepreneurial, hard-working and like-minded people to do business with. If you can’t think of 10 people then list the type of qualities you would want them each to have. These are the people that you will approach purely with the business opportunity.

Send the following script to your 10 Board of Directors.

Hey (name), I hope you’re doing great!

I'm not sure if you saw my post about the Superfood Nutritional Cleansing System I'm about to start? If not, I wanted to reach out to you personally... Not only am I super excited about achieving my health goals, but what's really been keeping me up at night is the ability to earn a significant amount of additional income on a very part-time basis.

I thought of you because you're (entrepreneurial, business minded, looking at new career opportunities, a person who loves to help others etc) and I would really feel like I'd be doing you a disservice if I didn't share this with you.

I'd love to talk with you about this in more detail. If you're interested, you can hop on a call with me. I'll have my (good friend/partner/mentor) on the call too who is hugely successful in this business who will be able to answer any questions you might have.

Are you open to taking a look?

I'd hate for you to miss out on such an amazing opportunity!

If not, no big deal it's entirely up to you.

Anyway, hear from you soon...

Watch ALL Isa Movies

These are short videos that simply explain Isagenix and the solutions we provide. Watching them will greatly increase both your knowledge and your belief in both the opportunity and the products.

- **Weight Loss** – [Click here](#)
- **Energy and Performance** – [Click here](#)
- **Wealth Creation** – [Click here](#)
- **Healthy Aging** - [Click here](#)

Get Organised

Purchase the following:

- 2 x whiteboards
- Whiteboard Markers
- Whiteboard Eraser
- Corkboard (This will be your vision board)

On the left half of your whiteboard draw two columns, with the headings 'warm list' and 'hot list'. On the right hand side of the white board; you can write anything that keeps you focused

on your goals. For example you may want to draw You + 2 Them + 2, or you may want to have your next rank advancement or your first financial goal.

Set your workspace or an area where you can get to work. It can be your office, a small desk in the corner, or even the kitchen table, however when you sit in this space, it's focus time! Keep it organised and keep it clean.

- **Setup Workspace**

Create Your Vision Board

A vision board is a collage of images, pictures and affirmations of your dreams and all of the things that make you happy. Vision boards will help you feel positive in reaching and accomplishing your goals. Put your vision board somewhere where you will see it every day to keep you motivated and inspired.

- **Create Your Vision Board.**

Compliance

Isagenix is just food! It is not medicine, and does not claim to cure or prevent any diseases or conditions. When people post questions like "Does Isagenix help diabetes?" or "Will Isagenix help my Arthritis?" You are setting the company up for compliance issues that could even lead to the company being shut down if the wrong things are said. You are able to talk about how your symptoms have improved (e.g. my blood sugar levels are more stable, my joints are moving freely etc) if you have felt these specific results, but without directly referring to any sort of condition, disease or medication.

We want this company to be around for our lifetime, and our kid's lifetime so let's make sure we are not doing anything to jeopardize that. See the below example of compliant vs. non-compliant.

- **Watch the 3 minute Video 'How To Protect Your Isagenix Business'** [Click here.](#)

Use the Products

Obviously an Isagenix business is based on the consumption of Isagenix products. Your goal should be to be using ALL of the Isa products ASAP so that you know from personal experience just how phenomenal they are.

- **Using Isagenix Products**

TeamFSI Newsletter

Register for the TeamFSI Newsletters if you have not already done so. These will help educate and inspire both you and your Team. There are two Newsletters, one for Product Users that everyone should be subscribed to, and another for Business Builders.

- **Subscribe for TeamFSI Newsletters** – [Click here](#)

Week 2

Set Your Schedule

To ensure that you make time for everything in your life (including building your Isagenix business) then you need to schedule your time. Work out the hours you spend on your non-negotiable tasks, for example work, gym, taking kids to school, church – whatever you HAVE to do each week. Then start looking at what time is spare. Where can you fit 2-3 hours of work per day? This is where you switch off the TV, and start working on building your million-dollar business!

It is expected that in your first 6 weeks you will spend a minimum of 20 hours per week to grow yourself and your business. Of those 20 hours, 50% (10 hours) will be spent on Income Producing Activities such as connecting and prospecting – this includes contacting your 100 names list, booking coffee appointments to catch up with people, calling people or doing 3 way calls. This is Income Producing Activity, and will generate the \$\$ in your business.

The next 25% of your remaining time (so in this example 5 hours) will be spent learning the tools and templates. This is about learning the ‘skills’ of Network Marketing. Like any profession, you need to develop the skills and knowledge to be successful.

The last 25% of your Isagenix hours will be spent on Personal Development. Your business can only grow by the amount that you grow yourself. In this training guide there will be several recommended books and audio books that you need to download and listen to. Everyone in this company has exactly the same products and compensation plan to work with, yet some are successful and some aren't. The only difference is the person doing it. So develop yourself, become the type of person you want to attract into your business, learn the skills of Network Marketing and I'll see you at the top!!

- Use a template like this to build your weekly planner : [Click here.](#)

Start Contacting Your 100 Names

Your list is your business. If you contact 25 people per week then you will be able to contact your whole list within your first 4 weeks. A few tips with your list:

- Never assume that someone won't be interested in what Isagenix has to offer, everyone deserves a place on your list.
- Always keep adding to your list. Every single person you meet in your day to day life is another person who you can present the opportunity of health & wealth to.
- Never cross someone off your list. If you get a no that's ok, it's 'no not right now 'NOT 'no not ever'. Keep them on your list, peoples' lives change.

Use the whiteboards you purchased in week one and start adding all of the people who have shown interest that you have contacted under a heading of "Warm List". As prospects show more and more interest and are close to jumping on board then add them to your "Hot List". These whiteboards will become a major part of keeping track of your business.

Keep your whiteboards up to date, and they should be somewhere in your house that you will see every day.

Keep in mind that it can take up to 5-7 exposures before someone will order the Isagenix program. Don't become disheartened when you spend time on someone and they don't want to enrol straight away. Stay in contact by tagging them in posts, testimonials, and progress photos. The Facebook support pages are such a great tool and will keep your prospect inspired, and it's not at all uncommon for some people to come back to you a month or more later and be ready to start.

Most people traditionally have used the phone to contact people, but recently some people have found Texting to be an easy way to contact people. Eric Worre taught this method at the 2014 Isagenix Celebration and has also released a webinar on it. This is well worth watching because a lot of what he says applies elsewhere in our business.

- **'Biggest Recruiting Breakthrough Ever' by Eric Worre - [Click here.](#)**

What do you send to your list? Something like this...

***Hi (insert name),
Are you free for a coffee/catch up /chat next week?***

OR

Hi (insert name),

I don't know if this is for you or not, however I am doing an amazing nutritional cleanse at the moment and I'm having a really great experience. It's really giving me the opportunity to get my health and confidence back on track, and because I know firsthand how great the benefits are I just want to share it with you.

So if this message has come at the right time, and you have been looking for something to look and feel great, I'd be happy to give you some more information.

If not, that's 100% ok – I'm just trying to pay it forward and help others. I have included a few 30-day transformation photos of people that have also had a great experience!

YOUR STEP-BY-STEP GUIDE TO SHARING ISAGENIX WITH AN INTERESTED PERSON

There is a process to follow in how to handle an interested contact. This is a fail proof process to get you started until you find your own rhythm.

If someone has commented on your Facebook post or asked you for more information, take them off the comments thread and start a private conversation through a personal Facebook message.

Note: Often the first thing someone will say is “What are you doing, how much is it?” In this scenario we want to dig deeper into the reason for their enquiry rather than give them everything on one go, including the price as this can scare a few people off.

Some of the responses you receive will show you just how much people need a solution. Some people will be straight to the point and vague, some people will share some very personal reasons as to why they feel they need to make a change. You want to dig deeper and get in touch with their ‘why’. This person has made contact for a reason; it is your job to match a solution to their goals/dreams/pain.

Be natural, understanding and caring, as most people just like to be heard. Listen, listen, listen, and always remember that this is not about you – it is about THEM. You can share your story of how Isagenix has helped you, however keep it to a minimum as this person has contacted you because they need help, not because they want to hear all about you! Ask questions that lead to conversations.

Step 1 – UNDERSTAND THEIR ‘WHY’

It is important to first establish their goals. Remember, we are NOT sales people; we are Solution Providers. Write back and say something like this:

“Hi (insert name),

I am more than happy to share this with you, first can I just ask what are you looking to achieve? How are you feeling at the moment and what are your health goals? This just allows me to direct the relevant information to you”

Step 2 – SEND A RELEVANT TOOL (ISAMOVIE)

Videos are your tools – keep it simple and use the tools available. Here is a quick reference to help you match the appropriate video to the specific solution.

ISAGENIX OVERVIEW

Send this to every prospect as well as a relevant video for their goal.

www.thesimplesuccessformula.com

WEIGHT LOSS

Are You Toxic? – [Click here](#)

Jill Birth’s Transformation – [Click here](#)

Weight Loss and 30-Day Cleanse (Aus Overview) – [Click here](#)

Craig Coleman’s Transformation (IsaBody Winner 2012) – [Click here](#)

YOUNG ENTREPRENEUR - (START Isagenix group 18-35yrs)

www.StartYourLife.com This is a brilliant website with many great short videos.

ENERGY AND PERFORMANCE

Isagenix Athletes (best one) – [Click here](#)

Isagenix Energy and Performance (Aus specific) – [Click here](#)

WEALTH CREATION

Isagenix Wealth Creation (Aus) – [Click here](#)

Finish Well Team - www.FinishWellTeam.com

Isagenix You plus Two - Them plus 2 – [Click here](#)

Why Professional Networkers Choose Isagenix – [Click here](#)

Step 3 – ADD THEM TO THE FACEBOOK SUPPORT PAGES

After you have chatted to them about the video and their health goals, add them to a Facebook support page immediately.

Add them as a new member first (it will then say ‘awaiting admin approval’) and then go back an hour or so later and tag them in a welcome message. Make sure the welcome message is specific to them and their goal.

For example:

“Please help me in welcoming (insert name and tag). He/she is a good friend of mine and is interested to know how the program can help him/her shift some stubborn weight/increase energy/sleep better/keep up with the kids/increase muscle. (name) there are loads of people on this support page that are on the program and having amazing transformations. There is also a photos tab and a files tab for further inspiration & information. If you have any questions, just ask to me and I will help you!”

Be sure to go into the files section at the top of the page and tag them in relevant files that you think they’d find useful and let them know you’ve done that.

DO NOT add people to a Facebook support page and then leave them there without any further communication, this can lead to simple questions being posted that could have easily been answered by you. It is your personal responsibility to stay in touch and help them further until they are ready to start.

Step 4 - FOLLOW UP

This is the most important step. The FORTUNE is in the FOLLOW-UP!

Follow up within 24-48 hours of sending them information.

1. Have you had a chance to look at the information?
2. Do you have any questions?
3. From what you have seen so far, what did you like best and what do you want to do?
 - **Learn how to follow up.**

Step 5 – THE PRICE QUESTION

When it comes to price, it’s all about your delivery.

If you are thinking in your mind that they will think it is expensive, then sure enough they will. Your doubt will show in your delivery. There is simply no price on health and confidence – you can do nothing and stay the same, or you can take steps to change everything! If this is important enough, they will find the money to do it. It is up to you to make people see VALUE in the program.

This is a great quote 'If nothing changes, nothing changes'!

When sending information about the cost of the Presidents Pak, you can use this:

The Isagenix Presidents Pak is \$19 per day for the 30-Day program / \$591 for 30 days including postage. The Energy & Performance Presidents Pak is \$601 including postage.

Keep in mind, this covers 80% of your groceries for the next month, so you are more or less paying for your next month of groceries upfront, and I guarantee you will save money too.

When most people add up their daily consumables they spend MUCH more than \$19 per day. Breakfast, lunch, dinner, coffee, vitamins, protein powder, wine, snacks....

Your pak covers EVERYTHING you need except 1 healthy meal per day for 30 full days.

You've told me your goals, and that you choose to look and feel better about yourself! So what have you got to lose? Think of this as putting your body in for a service, the same way that you put your car in for a service.

In the next month you are going to walk into your local grocery store and buy more than \$19 a day of food anyway.... here is the thing though - in 30 days you will look NO different and feel NO different because you have changed nothing OR YOU CAN CHANGE SOMETHING!

Step outside of your comfort zone and actually do something that has the ability to give you a better quality of life! The benefits are beyond amazing, so WHY stay in a body that makes you sluggish and unhappy when you can look in the mirror and say to yourself 'Damn, I look great!'

As an option, place the program on your credit card, and with the money you are NOT spending on groceries every single week, place that money back on your credit card each week. In 4 weeks or less you will have paid the program off entirely. I can also show you how to get your products for free by sharing the same opportunity with just 2 people!

I always recommend that you think about doing the 30-Day program with a few other people, there are a few reasons for this.

1. Friends, family and loved ones can offer support and encouragement whilst also holding you accountable throughout the 30 days. Getting healthy with friends is fun!

2. The second reason is to save you money. If you enrol with two other people the company gives you a \$370 rebate for sharing the products. They have a simple system called You + 2 Them + 2. If you help 2 people to get healthy, you are rewarded with \$370, and if those two

people help two people also, you get another \$100 for each of them - That's almost the price of your pak back into your bank account and hence, your products are FREE.

There is also the option of all signing up for the program at the same time and splitting the \$370 rebate. Then you are each paying \$451 rather than \$591(saving \$124 each).

3. The 3rd reason is because it's all about paying it forward and helping others. By sharing the experience with others, you are helping them get healthy too. There is no greater gift than health & happiness!

So in your case, can you think of anyone you know who would like to get healthy with you? Maybe someone who wants to lose some weight, have more energy? If not that's ok too.

Step 6 – STAY IN TOUCH!

Stay in touch & don't forget about them. Keep tagging them in posts and drip-feeding information. People get busy, so make a reminder in your diary (because you are super organised!) to follow up every now and then.

Step 7 – REMEMBER...

'SOME WILL, SOME WON'T, SO WHAT, SOMEONE IS WAITING'

Keep going, never lose hope, stay positive and focused – because this will work!

Book Your First Launch Party

Launch Parties are fun and EASY, it's as simple as 1 2 3! Your Isagenix Sponsor will host your first Launch Party for you if they are close by, so all you have to do is watch and learn.

Get a group of your friends and family together, cut up some bars, serve some Want More Energy, and press play on a video. That's it! This is one of the fastest ways to grow your business. Rather than having 10 conversations with 10 different people, have 10 people in a room and have the conversation once.

When you enrol a new Associate, you book in a time to do a launch party for them within their first 2 weeks.

Duplicate this process over and over again and watch your business grow!!

- **How to run a Launch Party with Australian Isagenix Millionaire Suzanne Skillen**
[Click here.](#)

LAUNCH PARTY SCRIPT

1. Ask Enrolling Questions (Always ask 2 questions)

- How many of you here would like to live in a healthy & amazing body that you could be proud of?
- And who would like a simple way to cleanse their body of toxic fat and regain the confidence to strip off at the beach?

- Who here would like to reset their metabolism, following a proven program that guarantees results?
- Who would like to do all of this for free?

2. Introduction

My name is (your name) and I am so honoured to be here in (Associate's name) house tonight with all of you. The reason you're here is because (name) has just begun her wellness journey and she is so excited about it and wants to share it with every single one of you. The beautiful part about that is by sharing this she also has the opportunity of getting her products paid for, and when you choose to join Jane on this journey so do you! So who would like to achieve their health goals and have the opportunity to get the entire program for FREE?

Thank You!

3. Share your 30-Second Story

So is it ok if I share my quick story with you?

Share your short 30-second story by using the following guide:

Before Isagenix I was... (E.g. tired, stressed, overweight, broke, cranky)

I was introduced by... (Who introduced you?)

As a result I am now... (E.g. energetic, less stressed, 5 kilos lighter, experiencing better wealth, happy)

4. Play Selected Videos

So, Why Isagenix? What makes Isagenix different from any other nutritional program out there?

I want to share with you a quick 10 minute video that explains the entire Isagenix system and after we can talk a little more about the program.

5. Recap

So Isagenix has solutions to transform lives both physically and financially. There are packs to suit every goal and every budget; however my recommendation is to start on the President's Pak. The Presidents Pak is not only the best value for money, it really sets you up for the greatest success in achieving your goals and comes with loads of extras!

6. Hand out the 'Who do you know template' (refer to week 1, task 5 for the template)

It's time to get your guests involved in the fun! Tell your guests that they have 1 minute to write down the names of everyone they know who could benefit from the Isagenix program, this can be for health and wealth. At the end of the allocated time, the guest with the most names gets a prize (usually an Eshot).

Tell them all to keep 2 names in mind for the next part.

7. You + 2 Them + 2

Script and get them to draw it out with you (using 2 names from their list), writing it all down on the back of the 'Who Do You Know' template. By doing this they walk away with a list, and the exact people they could invite into the program.

8. Thank everyone for coming

Chat again with your guests and reiterate the benefits of the program, or the benefits of cleansing with friends and how they too can hold their own launch party to get their products paid for. Book them in for their own Launch Party and debrief with your Associate.

9. Duplicating the Launch Party

Launch Parties are a simple and duplicable system that ANYONE can do! For the other Launch Parties booked as a result, use the following system to set your Associate up for Launch Party success:

1. I do your first launch party as you watch (you share your 30 second story)
2. We do a launch party together
3. You do a launch party while I watch
4. You do a launch party on your own

Additional information, Enrolment Forms and Isa Plan Booklets to use at the launch parties can be found and downloaded at: <http://www.teamfsi.net/home-parties---why-and-how.html>

- **Launch Party Booked**

Learn The Compensation Plan

Learn the compensation plan back to front so that you know how to get paid in Isagenix.

If you are talking to a prospect and you can't explain the compensation plan then how are you going to be able to bring people into your business? Learn You + 2 Them + 2 by drawing it out over and over to your partner, your mum, your dad, or basically anyone who will listen.

There is a simple script for you to follow to make it easy, and not only that but because duplication is so important in Network Marketing, both you and everyone in the whole company draws it out the exact same way.

\$820 Script (pages front & back)

- **Front page** – [Click here](#)
- **Back page** – [Click here](#)

Presidents Pak – Most Popular Pak – Make \$820

- **Most Popular Pak Video** - [Click here](#)

Lynn Hagedorn – the fastest person to become a millionaire with Isagenix – it took her only 14 months!

- **Get paid, Get Your People Paid by Lynn Hagedorn** - [Click here.](#)
- **Kathy Coover** – Isagenix Executive Vice President and Founder explains the Compensation Plan. [Click here.](#)
- **For more information re the Compensation Plan go to:**
<http://www.teamfsi.net/compensation-plan.html>

Overcoming Objections

Objections are inevitable, however here are a few ways to assist you in overcoming them:

- **'Building your belief in the 5 key areas'** by David Wood - [Click here.](#)

- **Using Techniques such as 'Feel Felt Found'**

Objection - 'I don't want to sell it to my friends'*

Answer - "I understand how you FEEL, I actually FELT the same, but what I FOUND is that we aren't Salespeople at all, we simply match a solution to people's problems. Everyone you know could benefit from either losing some weight, having more energy, aging youthfully, or increasing his or her income. We simply have a solution for those problems.

- **Listen to podcast by Lynn Hagedorn on Overcoming Objections** - [Click here](#)

Learn Your Back Office

In your back office watch the instructional videos at the top of the page to learn how to:

- Manage Autoship
- Enrol New Member
- Place an Order
- View and Manage Events

Your back office is the central hub of your business where you can literally track everything! If you are going to show your Associates how to manage their back office then you must know your way around yours.

You cannot break it, so get in there and learn!

Set Your Goals For Rank Advancements

Set your goals, and put them on your vision board so that you see them EVERY day!

- a) Achieve **Crystal Manager** ____/____/____ (30 days from enrolment)
(You+Two and Them+2) (\$250 USD bonus)
- b) Achieve **Crystal Director** ____/____/____ (90 days from enrolment)
(You+Two and Them+2 - 3X's) (\$750 USD bonus)
- c) Achieve **Crystal Executive** ____/____/____ (6 months from enrolment)
(You+Two and Them+2 - 5X's) (\$1,000 USD bonus)

Week 3

Now that you're starting to build awareness and hopefully build a team of your own, it's time to get really familiar with all of the tools so you can teach your team how to use them too!

TASK 1 – Learn The Tools

Get to know the following websites well. You DO NOT have to know everything about everything in this business; all you are is a tour guide who directs people to the RELEVANT tool to answer their question.

- www.isagenixhealth.net - ARTICLES BY SCIENTISTS, NUTRITIONISTS, ETC
- www.isaproduct.com - PRODUCTS (click on Country flag at the top right)
- www.teamisagenix.com - ATHLETES
- www.startyourlife.com - YOUNG ENTREPRENEURS AGES 18-35
- www.isagenixbusiness.com - BUSINESS TOOLS
- www.TeamFSI.net - TEAM SUPPORT, NEWSLETTER REGISTRATION
- www.RestoreMyBody.net - PRODUCT B / TELOMERE SUPPORT
- <http://anz.isafyi.com/> - ANZ IsaFYI News

Hold Your First Launch Party

This week you will be hosting your first launch party, and whether there is 1 person or 10 people that turn up go through the steps regardless. Launch Parties will increase your confidence, so ask your sponsor or up line to help you out if they can. One of the biggest ways to grow your business will be hosting Launch Parties and DO NOT BE AFRAID... you need to stretch your comfort zone if you want to grow!

- Have a Launch Party booked.
- Have had a Launch Party.

Personal Development

Listen to **The Go-Giver**

- Part 1 – [Click here](#)
- Part 2 – [Click here](#)

Learn The Templates

This week you have two more templates to learn...

- **The Easiest Conversation (learning the art of conversation)** – [Click here](#)
- **Setting the Appointment (setting a time to make a presentation)** – [Click here](#)

Learn How To Do A Three Way Call

What is a 3 Way Call?

A 3 way call is a 'tool' that allows you to bring in a 3rd party or 'expert' who can validate or reiterate something for you. 3 way calls are extremely common and useful when:

- You have a prospect that is sitting on the fence
- You are unsure or unable to answer your prospects questions
- You have no experience with your prospects concern/situation/goal

Your expert can be anyone from a personal trainer, a stay at home mum, someone who is making a great income with Isagenix, someone who has had successful weight loss etc; just make sure that your expert is relevant to your prospect. You will find that almost anyone will help you out, so your expert does not have to be your Sponsor.

Setting up a successful 3 way call...

Step 1: Find three available times your prospect is free

Step 2: Contact the "expert" and see if you can match up a time they are free with one the prospect gave you (if not, go back to prospect with other suggested times)

Step 3: Ensure that you have had preliminary discussions with the prospect about the program/opportunity

Step 4: Give your "expert" some background info on the prospect and what you are hoping to achieve from the call.

Step 5: Confirm the day before with the prospect that they are still available for the call

Making the 3 way call...

Step 1: Call the prospect and let them know that you will be placing them on hold and calling the "expert"

Step 2: On your Iphone press the 'Add Call' button and call the expert

Step 3: Call the expert and give them a brief rundown of the call expectations

Step 4: On your Iphone press the 'Merge Calls' button.

Step 5: Edify the "expert" to the prospect

Step 6: MUTE YOUR PHONE and let them speak (no more that 20 minutes)

Step 7: At the end of the call, un-mute your line and thank the "expert" for their time, the expert hangs up and you complete the call with your prospect.

EASY!!

- **Have done a Three Way call.**

Continue Contacting Your List

By this stage you should have had some interest from your initial prospecting efforts. This is the time that you will need to be on top of your follow-ups using your whiteboards.

Week 4

You're on the home stretch now and it's time to GO PRO! Really get your team pumped up and grow yourself even more!

Develop Your Skills As A Network Marketer

Develop your 30 Second Story

Your 30 Second Story is essentially your presentation, and should be relevant to your prospect and their personal goals. For e.g., you would not tell your weight loss 30 second story to someone that is interested in making some extra money. You should have several stories so that you can use the appropriate story for each person.

- **30 Second Story Template** - [Click here](#)

"What do you do?"

This is preparing you for the inevitable question that will often be asked by so many people. This template will allow you to create curiosity, which can lead into your 30 second story.

- **'What Do You Do? Template** – [Click Here](#)

Duplication

Duplication is the key to building a successful Network Marketing business. It is your obligation to teach every single person how to get his or her products paid for, as this is what will grow your business, which will inevitably grow your income.

- **Are you teaching everyone You +2, Them + 2?**
- **Are you teaching your Team to use this 'Kickstart' program?**

The Importance Of EVENTS!

Events build KNOWLEDGE, BELIEF & SKILLS for both you AND your team. The highest paid skill in Network Marketing is getting people to events. It is said that for every person you get to a corporate event, it will add an extra \$1000 to your business. So do your absolute best to take people to events if you want your business to grow!!

The gradient of events is as follows...

- Launch Party (Free)
- Opportunity Meeting (Free for Prospects)
- Super Saturday (20-\$25)
- Isa University (\$129)
- University in Action (\$199)
- Celebration (\$299)

- **Have you booked your seat at the next event?**

Understand The Numbers

It is absolutely crucial to 'Understand the Numbers' involved with building an Isagenix Business. If you don't fully understand the numbers it is very likely that you will get depressed even though you are possibly right on track for MASSIVE SUCCESS. It is crucial to understand how you will be successful with 90% of your group doing nothing and those that are active not doing as much as you are doing!

- **'Understand the Numbers' by Trevor Chatham** - [Click here.](#)

90-Day Game Plan & Goal Setting Program

You are probably ready to do this now that you have mastered all of the basics of building the business.

The 90-Day Game Plan and Goal Setting Program has been designed to help you achieve your goals. In the past many people in Isagenix have used a '90-Day Game Plan - Burst of Action' to build massive momentum in their business and to ultimately achieve their goals.

- **90 Day Game Plan & Goal Setting Program by Trevor Chatham** – [Click here](#)
- **Download and Complete 'Goal Setting & Coaching Program'** – [Click here](#)

The Power of the Subconscious Mind

The Subconscious Mind is much more powerful than the Conscious Mind. It is like an auto-pilot on a plane or a boat. Change the auto-pilot and you will change where you will end up. Building huge successful Networks is all based upon changing your subconscious mind. It is crucial to understand how we have been programmed initially and also how we can rapidly re-program it.

- **'The Power of the Subconscious Mind' video** - [Click here](#)

Removing the Emotional Roadblocks to Your Success

Some people know what they want to do, are capable of doing it, but just don't take the required actions to achieve their goals. Quite often this is due to an emotional condition known as Psychological Reversal. Quite often these blockages can be quickly removed using EFT / Tapping.

There is a video that can help people with this.

Many people who have actually been in other Networks and were not as successful as they would have liked have been helped a lot by 'Tapping' along with the video that is available.

Many others who have experienced failures, losses, broken relationship and all manner of other negative emotional issues, have also found the tapping very helpful.

- **'Removing the Roadblocks to Your Success' by Trevor Chatham** – [Click here](#)

Personal Development

- **Download and listen/read Ice Breakers by Tom 'Big Al' Schreiter**
From Itunes – [Click here.](#)
From Amazon – [Click here.](#)
- **Listen to “Building Your Network Marketing Business” by Jim Rohn**
- [Click here.](#)

ALWAYS Keep Learning

Successful Network Marketers are constantly educating themselves by reading books, listening to podcasts, attending events and surrounding themselves with likeminded, positive and successful people. It is said that you are the sum of the 5 people you spend the most time with... so who do you choose to spend your time with?

Here are a few other resources for your continued learning:

Building An Empire

Purchase and start reading the book 'Building an Empire' by Brian Carruthers. This is a great book, and will be your Network Marketing business bible for months to come!

- Download 'Building An Empire' - <http://www.buildinganempirebook.com>
(It is also on Amazon)

Amplified Network Marketing with David T.S. Wood

Subscribe to David's Newsletter and listen to inspiring and informative podcasts on this site.

- Subscribe at <http://amplifiednetworkmarketing.com/>

Take Action Team

- Check it out at <http://takeactionteam.podomatic.com/>

Forever Young Dream Team (Peta Kelly)

- Check it out at <http://petakelly.podomatic.com>

The Strangest Secret – Earle Nightingale

Regardless of whether you seek more health, wealth or happiness in your life, the secret to manifesting your desired results comes down to THE WAY YOU THINK. Earle Nightingale changed the world by articulating this simple yet profound truth way back in the 1950's. It's a truth that changed my life and will change yours, if you embrace it. It's an Oldie but a Goodie.

- Watch or listen to it (over and over again, until you master it) by [Clicking here.](#)

Continue Until

Continue until!!! This is not a 'get rich quick' scheme. This is a business, and you need to treat it as such. It doesn't matter how long it takes you to complete all of the steps and learn the skills in this program. Look at this opportunity as a three to five year plan to ultimately give you the freedom most people want, but very few people are ever able to achieve. With this 'vehicle' of Isagenix we have an amazing opportunity at our fingertips, however it is up to each one of us what we do with it. You can have everything you desire, you just have to follow the path and never give up on your dreams!!!

Finish Well By Helping Others Finish Well !