



# Life Elevated Playbook

Business Builder Manual



"The key to success is to start before you are ready."

— Marie Forleo



# Defining Your WHY

7 Levels Deep is meant to help you figure out your WHY...your driving force for success!

“People buy products or services not for what they are, but for what they represent. When you are approaching your business, think about WHY you are doing it. People don’t buy WHAT you do, they buy WHY you do it.”

- Simon Sinek

1 **Level One:** What is important to you about becoming successful with your Isagenix business?

2 **Level Two:** Why is that important to you?

3 **Level Three:** Why is that important to you?

4 **Level Four:** Why is that important to you?

5 **Level Five:** Why is that important to you?

6 **Level Six:** Why is that important to you?

7 **Level Seven:** Why is that important to you?



## SCAN ME

To learn more about the “**Why**” concept, watch this video by “Simon Sinek: How Great Leaders Inspire Action.”

# Who Do You Know?

Know anyone who wants better health, more freedom, or even a little more money? This list 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. Once you've gone through your list start another one.

Never PRE-JUDGE anyone while compiling this list. Don't worry about whether they will be interested or not. Only focus on whether or not they have one of the character traits that's non-negotiable for you to have in a partner. Even contacts that do not get started will be a great potential source of referrals!

This exercise is meant to put everyone you know on paper and over time help them learn about your business.

Remember: The ones you think will, won't. The ones you think won't, will. The ones you think can, can't and the ones you think can't...absolutely CAN! Some WILL, Some WON'T...Someone Else Is WAITING!

## Who Do You Know Who...

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- Is health-conscious
- Is concerned about their weight
- Needs deeper sleep
- Needs less stress
- Wants more energy
- Wants to make more money
- Wants better hair or skin
- Is self-motivated
- Is enthusiastic
- Is entrepreneurial
- Is organized
- Is well connected
- Has desire and drive
- Is a natural leader
- Is a good person
- Is a team player
- Has character and integrity
- Is dependable
- Is fun and friendly
- Loves social media
- Loves a challenge

## Who Do You Know Who Is A...

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- Network marketer
- Teacher
- Entrepreneur
- Salesperson
- Alternative Health Practitioner
- Nutritionist
- Chiropractor/Massage/Physio
- Veterinarian
- Pharmaceutical Sales
- Pharmacist
- Event Coordinator
- Physician/Nurse
- Personal Trainer
- Athlete/Body Builder
- Gym/Studio Owner
- Fitness Instructor
- Insurance Broker
- Police Officer
- Real estate agent
- Office manager
- Influencer
- Charity Volunteer
- Restaurateur
- Butcher/Grocer/Baker
- Waitress/waiter
- Mechanic
- Bridal shop owner or manager
- Health store owner or manager
- Fitness or sports enthusiast
- Salon owner
- Massage Therapist
- Barber/Hair Stylist
- Beautician/Aesthetician





# *Find Time Each Day to Work Your Business*



## *Weekly Activities Outline*

Each day you should be doing at least 1 of the following activities to create new connections, present the Isagenix opportunity, and retain and rank advance your team.

### Connecting

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- Reach out to an old friend
- Make new friends on social media
- Connect with someone in line for coffee, groceries, etc.
- Follow up with someone you've spoken to about Isagenix
- Add new people to your prospecting list
- Ask for referrals from existing customers and friends
- Ask someone to take a look at Isagenix on social media
- Attend networking event

### Presenting

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- Host an in-home event
- Have prospects attend a Isagenix Event or Webinar
- Three-way calls with your prospective new customer
- Send a video/webinar to a prospective new customer
- Host a Super Saturday
- Run booth at a market or tradeshow

### Support and Training

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- Cheer on a new product user
- Post to your team Facebook page
- Review You Share, They Share with a new associate
- New Customer Checklists
- Walk a new associate through the business website
- Develop your teams map to Crystal Executive
- Three-way calls with your team members
- Help your team members enroll someone new



# *Business Prospecting C.E.O.S.*

1.

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COMPLIMENT ... tell them genuinely WHY you want to work with them - “Abby, you are a magnet for people and one of the most driven women I know.”

2.

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EXCITEMENT ... tell them WHAT you have with passion - “I have ahold of something that I need to share with you - it’s an opportunity to have a virtual franchise in a health and wellness industry, partnered up with a company that has cutting-edge science nutrition that delivers results like people have never seen before.”

3.

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OPPORTUNITY ... tell them WHAT’s in it for them - “I believe you could create enough income on the side that would pay for all the travel, sports fees, hotels and the insane costs of our athletic kids!”

4.

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SET APPOINTMENT ... ASK for a specific time to connect - “I want to chat with you for five minutes and get your thoughts on what we are up to. Would this afternoon at 4:00 work?”

# 4 Square Time Blocking



## Facebook

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COLD REACH OUTS  
JOIN GROUPS & ENGAGE  
ADD SUGGESTED FRIENDS  
INBOX INTEREST ON POSTS  
INBOX INVITES TO GROUP & EVENTS

**GOAL 10-15 REACH OUTS**

## Instagram

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**OR 2ND SOCIAL SITE**  
COLD REACH OUTS SEARCH  
HASHTAGS (I.E. MOMS,  
HEALTH, FITNESS)  
FOLLOW NEW PEOPLE  
LOOK AT THEIR FOLLOWERS LIST

**GOAL 10-15 REACH OUTS**

## Admin

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ADD CONTENT ON SOCIAL MEDIA  
(PROSPECTING GROUPS, PAGES,  
PROFILE, STORIES, REELS)  
READ/COMMENT ON POSTS  
COMPLETE PENNY TASKS  
SUBMIT ENROLLMENTS  
TRAINING CALLS/PODCASTS  
REVIEW THREAD, STORIES, POSTS  
BIRTHDAY MESSAGES

## ABC's

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FOLLOW-UP WITH LEADS  
REACHOUTS  
PHONE/FB LISTS  
INSTA FOLLOW-UP  
ENGAGE  
SPREAD GOODNESS  
CUSTOMER CARE/RELATIONSHIPS

**GOAL 10-15 REACH OUTS**

**50+ REACH OUTS PER WEEK | 10 PER DAY | 2600 CONNECTIONS MADE PER YEAR**

**10-20% WILL SAY YES!**



# Daily Growth Checklist

DATE:

1 **NEW CONNECTIONS:** minimum 3/fast track 5

2 **TAKE A LOOK:** top down & text a few - minimum 3/fast track 5

1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_ 4. \_\_\_\_\_ 5. \_\_\_\_\_

3 **FOLLOW UP:** about Isagenix & life - minimum 3/fast track 5

1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_ 4. \_\_\_\_\_ 5. \_\_\_\_\_

4 **SOCIAL MEDIA POST/STORY:** daily lifestyle shares

ONCE A WEEK WELLNESS POWER POST/STORY ONCE A WEEK  
OPPORTUNITY POWER POST/STORY

ideas & plan

5 **SHARE THE LOVE:** BIRTHDAY MESSAGES, ADD VALUE, RECONNECT, CALL A FRIEND

6 **PERSONAL DEVELOPMENT:** minimum 10 minutes/20 fast track

BOOK/PODCAST/TRAINING

7 **GRATITUDE:** WHAT ARE YOU GRATEFUL FOR AND WHY?

8 **AFFIRMATIONS/MANTRAS:** I allow myself to attract people who are..

9 **GOALS**

weekly:

monthly:

quarterly:

10 **CUSTOMER SERVICE:** Penny app tasks, IsaLife App, Isabody, welcome to community, check in, shoutouts, next month's goals/subscriptions, promotions

11 **RANK ADVANCING TEAM:** who are two people, zoom discovery/launch call, first post, text a few, team training, welcome to team, 3 way calls, growth checklist

12 **NETWORKING/EVENTS:** sip & sample, meet up, networking event (once a week), Isagenix events

Upcoming Events:

# CONNECTING WARM MARKET (PEOPLE YOU KNOW)

- You are one of the most influential and entrepreneurial people I've ever met, and I just had to share this with you. I have an opportunity in the health and beauty industry, partnering with a company that provides cutting-edge science nutrition (or revolutionary beauty products). I'm talking about jaw-dropping results people have never seen before. Could there be a better industry to be in right now? I believe together we could crush this from an income perspective. Plus, we will feel and look better than ever before.
- I don't know if you are looking to make extra money or not but I couldn't help to think you would be amazing at this because <insert compliment>! I have a partnership with a global holistic wellness and beauty company, we are looking for open-minded, ambitious entrepreneurial minds to run with a Market disrupting product in the beauty industry with a simple plug and play business plan you can run from your cellphone.
- Love being connected with you xxx. Nothing is better for my vibe and energy than surrounding myself with other successful women. I'm launching a new business and I'd love to exchange ideas and perhaps collaborate if you'd be up for it?
- I'm reaching out because I made the decision to diversify my income by learning how to build an online business in the wellness space and I <insert compliment> so naturally thought you might be interested in it too, does that sound like something that might be up your alley?
- You are already incredibly successful with your xxx business. I respect your (hustle, drive, integrity authentic compliment) in business. Are you open to another stream of income especially if it doesn't interfere with what you are currently doing and could make you more productive in life?
- Random question, do you currently use liquid marine collagen?
- Hey xxx! I am starting an accountability group for those looking to crush health goals this summer and I thought of you as you're always looking for better health like me! And I thought it would be fun to do this together, you are the most motivational person I know. We start Monday, are you in?

# CONNECTING COLD MARKET (PEOPLE YOU WANT TO KNOW)

- Everyone I know is raving about your salon <compliment your recent visit>. I'm curious, does your salon carry any consumable products for hair growth and skin health?
- I work with Salons in the area to help them increase their client base and income potential with an incredible product, with guaranteed results and best part no inventory expense or investment required. Would you be open to taking a look at partnering with our product?
- This is such a random message xxx I landed on your page somehow and I LOVE it - travel, family, and fitness are definitely some of my favorite things! I'd love to chat with you and get your insight on an opportunity I'm working on in (area). I'm looking for some very specific type of people and have a feeling you may be a perfect person to ask!
- I love seeing people out living their best life and being so unapologetically who they are - you are clearly doing both! Such respect for it. I am wondering if you could help me? I'm Looking for some very specific type of people and have a feeling you're the perfect person for me to ask!
- You keep popping up it seems we have a bunch of awesome mutual friends. I have to tell you there's almost nothing cooler than seeing powerful women leading the way, creating such massive impact. Love seeing a real-life example of putting in work into your passion. We don't stop to encourage each other enough, I know that - so just wanted to say what you're doing is inspiring and it matters. I would love to know more about your journey, perhaps we can collaborate....
- Hi xxx! I know this is probably the most random message, I landed on your page somehow and I had to reach out. There is nothing better for my vibe and energy than connecting with incredibly dynamic, influential women who add so much value to the world so there's that! And MAJOR BONUS ... we are both mamas! I'd love to chat and pick your brain quickly on something we're working on. We are looking for entrepreneurial, influential, networked women. While I know what we are doing may not be for you, I'd love to give you the quick details and get your insight on how to best connect with the kinds of people we are looking for. I've found that people like you tend to know other people like you.
- This is a totally random message xxx, I know. I landed on your profile and I'm so glad I did. Your energy is amazing and you're the type of person I'm looking to connect with. I have a non-traditional business we are looking to grow in (area). I have no idea if it's for you or not but I'd love your insight. I am apologizing for the total randomness, but I don't believe in coincidences.

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FIND MORE SCRIPTS AND CONNECTING VIDEOS ON OUR TEAM WEBSITE HERE



# 3 Step Collagen Conversation

## ATM

(Add - Tag - Message)

### Step #1:

Add your prospect to our team Facebook group sending the link inviting to join.



### Step #2

Tag your prospect on 1 or 2 posts that match their desired goals (you may also show one in the message to get them excited) and send the "Little Bottle of Amazing" video. Optional hair revival add on. Send in a message if not on social media.

### Step #3

Using VM give your recommendation for the best results and send the recommender cart. Utilize your upline in your first messages to help answer questions.

## Step 1: Ask Questions

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Before we can do anything, you have to know why someone is interested. And this takes asking questions - lots more than one. Here are examples of what I do when someone is interested in our natural beauty products.

Kim, Tell me what is going on with your hair, skin and nails and let's get you glowing! <I have tons of wrinkles and so much postpartum hair loss> **Be specific get them to connect with their pain points this is the most important part!**

I can totally relate, babies take a lot out of you! You have come to the right place and I guarantee you'll get results! <awesome>

Tell me what products and treatments you have tried so far? <lists off all the things that didn't work>

That's a lot of money spent!! <yes hundreds>

Did you get your money back since those products obviously aren't working for you? <no>

If I were to introduce you to a product that is money back guaranteed to work and you will see noticeable results <insert their goals> in the next 30 days with consistent use, would you be willing to give it a try?

## Step 2: Send Tool

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When they say yes, send appropriate video that relates exactly to their why and pain point we have one for Hair Revival, Collagen Elixir and Celletti on our site!

Let the tool explain the solutions we have.

## Step 3: ATM

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**ADD** them to the team collagen Facebook page.

**TAG** them in a few posts (a before and after, clinical studies, etc.) that are specific to their goals/questions.

**MESSAGE** them with someone they will relate with – ideally using Facebook or Instagram messenger.

Tell each person why you're connecting them. Usually this is your upline if you are new.

**NOT THIS:** Hey Amanda, this is my friend Susie. Can you tell her about Isagenix? (I am now sweating... what do I say?! Collagen? Cleanse days? The Business? My results?)

**INSTEAD THIS:** (ideally using VOICE MESSENGER and keep this to a minute or less)

"Hey Amanda! I want to connect you with my amazing friend Susie. She's tried so many skin care products and Botox and feels her skin is still so tired and she's lost a ton of hair since having kids Susie, Amanda has had amazing results - her story and yours are so similar and she has the cutest 2 year old ever! Amanda, can you share your story and pics with Susie? She's totally interested in better hair and skin but has some questions about ingredients and pricing. Thanks friend!"



# Collagen Bundles

## After Glow Bundle

6 BOXES OF COLLAGEN ELIXIR



60 DOSES OF COLLAGEN ELIXIR

*1 dose per day for 60 days  
or 2 doses per day for 30 days rapid results*

RETAIL: US\$276/CA\$310

YOU PAY: US\$240/CA\$270

REFER TWO: US\$146/CA\$163 CASH BACK

*30 day money back guarantee AND free shipping*

## Beauty Bundle

4 BOXES OF COLLAGEN ELIXIR



40 DOSES OF COLLAGEN ELIXIR

*1 dose per day for 40 days  
or 2 doses per day for 20 day rapid results*

RETAIL: US\$206/CA\$231

YOU PAY: US\$179/CA\$201

REFER TWO: US\$122/CA\$135 CASH BACK

*30 day money back guarantee AND free shipping*

# Share The Glow Rewards

SHARE WITH 2 FRIENDS



REFER 2 FRIENDS TO THE AFTER GLOW  
BUNDLE & RECEIVE THE FOLLOWING:



**US\$146/CA\$163 CASH**



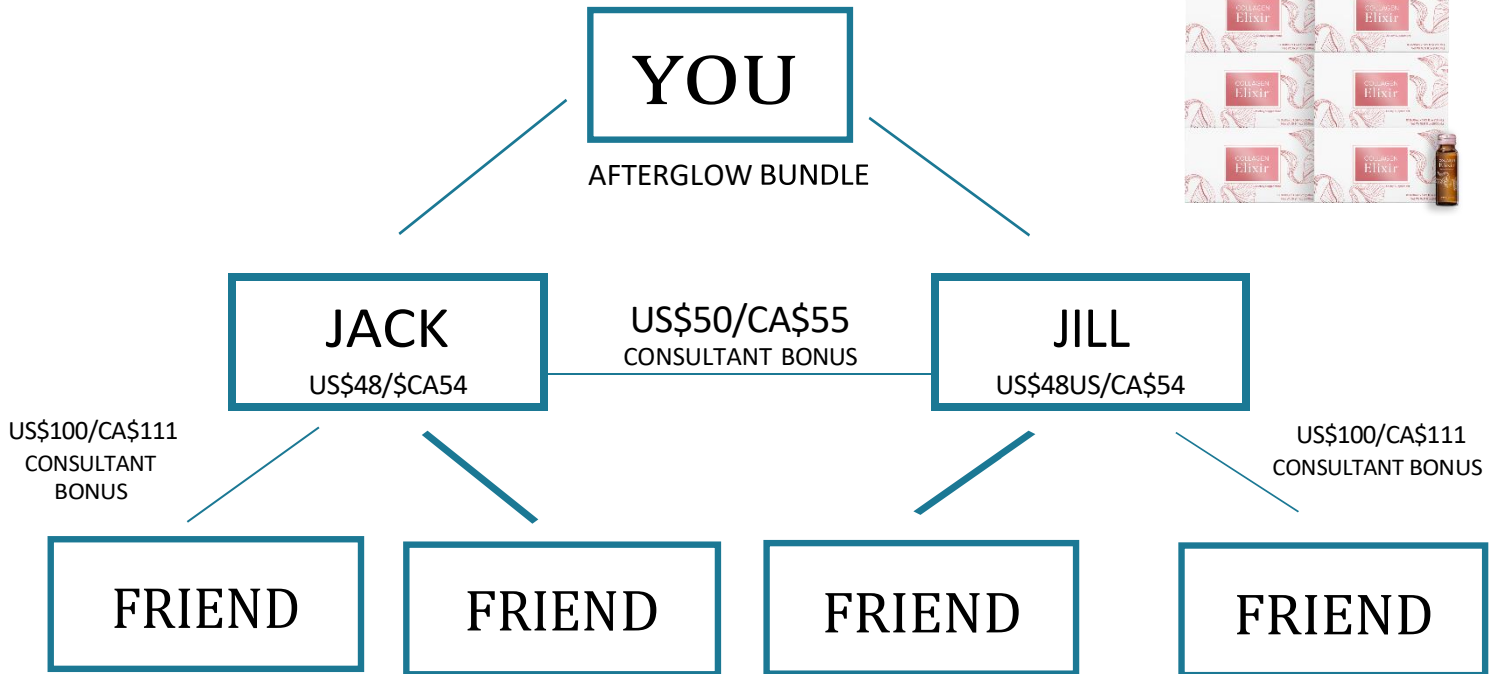
**US\$50/CA\$55 PRODUCT VOUCHER**



**ONE TIME \$25 PRODUCT VOUCHER**

# Share The Glow Rewards

SHARE WITH 2 FRIENDS AND TEACH THEM TO SHARE WITH 2 FRIENDS



**US\$250/CA\$277** CRYSTAL MANAGER BONUS  
WITHIN 60 DAYS

REFER 2 FRIENDS TO THE AFTERGLOW  
BUNDLE & TEACH THEM TO SHARE WITH 2  
& RECEIVE THE FOLLOWING:

- US\$596/CA\$662 CASH**
- US\$50/CA\$55 PRODUCT**
- ONE TIME \$25 PRODUCT VOUCHER**
- MANAGER ISAGENIX BRANDED GEAR**



# 3 Step Nutrition

## Conversation

# ATM

(Add -Tag - Message)

### Step #1

Add prospect to our Facebook group by sending the link inviting them to join



### Step #2

After asking questions about their goals, tag your prospect on 1 or 2 results posts they can relate to (you may also want to share one in the message to get them excited) and a video to explain the specific solution you recommend for them from our site or tag in the group.

### Step #3

Using voice messenger connect your prospect with a team member who has achieved goals similar to what your prospect is seeking. Be sure to edify both the prospect and team member.

## Step 1: Ask Questions

You have to know why someone is interested. And this takes asking questions - lots more than one. Here is an example of a conversation:

This system is amazing. Kim, people use this for energy, stress, weight loss, muscle, and money. Which of those resonates most with you? <weight loss>. Fabulous, you have come to the right place. How much weight exactly would you like to lose? <15lbs>

Awesome, when were you last 15 lbs. less? <when I got married 5 yrs ago>

Perfect, when you release that 15lbs what would you be doing differently in your life? <get them to emotionally connect with their goals>

**THIS IS THE MOST IMPORTANT PART!**

What do you eat, drink and grab on the go for food each week? What do you think that costs? <\$20/day> What spending can you curb to afford to be healthier and weight less you're your wedding day?

REPEAT BACK TO THEM So Kim, you're looking to drop 15 pounds, slip into those old Guess jeans, get down on the floor to play with your boys, and have the desire to be in pictures again and your food budget is approx. \$20/day? Is that right? <yes> If I sent you a short video of the best solution for you, can you to watch it now?

## Step 2: Send Tool

When they say yes, send an appropriate video that relates exactly to their why and pain point (I love 3 Women 1 Story and How Isagenix Works, find the ones that you love best) along with tagging them on a few results just like what they are looking for, people like them.

**Let the tool explain the solutions we have.**

## Step 3: ATM

**ADD** them to the team health Facebook page

**TAG** them in a few posts (a before and after, clinical studies, etc.) that are specific to their goals/questions

**MESSAGE** them with someone they will relate with – ideally using Facebook or Instagram messenger. Tell each person SPECIFICALLY why you're connecting them and EDIFY the person.

**NOT THIS:** hey Amanda, this is my friend Kim. Can you tell her about Isagenix? (I am now sweating...what do I say?! Adaptogens? Cleanse days? The Business? My results?)

**INSTEAD THIS:** (ideally using VOICE MESSENGER and keep this to a minute or less)

"Hey Amanda! Meet my amazing friend Kim. She's looking to drop 15 pounds that she can't shake even with eating clean and spinning almost every day. Just like you, she's got small kids at home and zero time. Kim, Amanda has had amazing results - her story and yours are so similar and she tells me she cannot believe the energy that she has to keep up with her toddler! Kim's totally committed feeling better, but concerned about the upfront price and that she won't have energy for her workouts. Thanks friend! Have a great day!!"

Here is a health questionnaire I often send to prospects who ask for information. You can save a copy in your own google forms <https://forms.gle/wi9sdhwRXb6ZMQxs5>



# Wellness Packs

Free shipping for ALL new customers on Subscription

## GOOD



56 MEALS & 8 SNACKS  
US\$11/CA\$12 PER DAY

|   |                            |
|---|----------------------------|
| RETAIL COST:                            | <del>US\$426/CA\$472</del> |
| MY CUSTOMER COST:                       | US\$320/CA\$355            |
| REFER 2 FRIENDS<br>SAME PACK SAME MONTH | - US\$128/CA\$142          |
| CONSULTANT BONUS                        | - US\$50/CA\$55            |
| <b>YOUR COST</b>                        | <b>US\$142/CA\$158</b>     |

## BETTER



56 MEALS & 28 SNACKS  
12 ENERGY SHOTS OR DRINKS  
FREE ASSOCIATE UPGRADE & BLENDER  
US\$14/CA\$16 PER DAY

|   |                            |
|---|----------------------------|
| RETAIL COST:                            | <del>US\$543/CA\$614</del> |
| MY CUSTOMER COST:                       | US\$423/CA\$469            |
| REFER 2 FRIENDS<br>SAME PACK SAME MONTH | - US\$169/CA\$188          |
| CONSULTANT BONUS                        | - US\$50/CA\$55            |
| <b>YOUR COST</b>                        | <b>US\$204/CA\$226</b>     |

## BEST



56 MEALS & 28 SNACKS  
12 ENERGY SHOTS OR DRINKS  
GREENS  
DAILY ESSENTIAL VITAMINS WITH NAD+  
FREE ASSOCIATE UPGRADE & BLENDER  
US\$21/\$CA24 PER DAY

|   |                          |
|---|--------------------------|
| RETAIL COST:                            | <del>\$821/CA\$920</del> |
| MY CUSTOMER COST:                       | US\$645/CA\$730          |
| REFER 2 FRIENDS<br>SAME PACK SAME MONTH | - US\$258/CA\$292        |
| CONSULTANT BONUS                        | - US\$50/CA\$55          |
| CYCLE BONUS                             | - US\$54/CA\$64          |
| <b>YOUR COST</b>                        | <b>US\$283/CA\$319</b>   |

# Share Wellness Rewards

SHARE WITH 2 FRIENDS

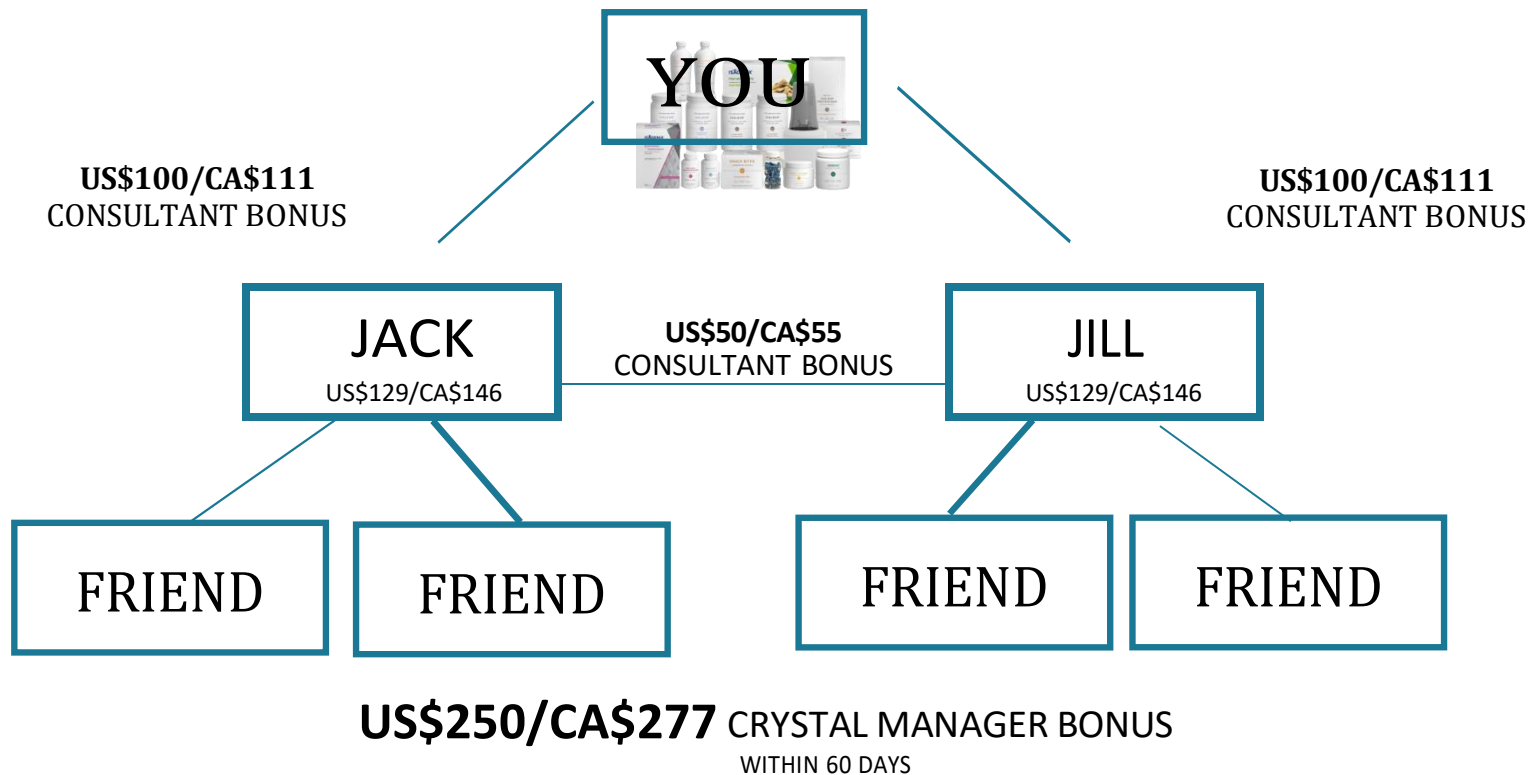


REFER 2 FRIENDS ON OUR BEST VALUE  
PACK & RECEIVE THE FOLLOWING:

- US\$308/CA\$347 CASH**
- US\$50/CA\$55 PRODUCT VOUCHER**
- ONE TIME \$25 PRODUCT VOUCHER**

# Share Wellness Rewards

SHARE WITH 2 FRIENDS AND TEACH THEM TO SHARE WITH 2 FRIENDS



REFER 2 FRIENDS TO THIS BUNDLE & TEACH THEM TO SHARE WITH 2 & RECEIVE THE FOLLOWING:

- US\$758/CA\$846 CASH**
- US\$50/CA\$55 PRODUCT VOUCHER**
- ONE TIME \$25 PRODUCT VOUCHER**

# Share With Two

And this is all for you!



## Product Introductory Bonus

No matter what pack or products your friends or family get started with you will always receive 20% of their first order as a product introductory bonus.



## Consultant Bonus

The first time you enroll TWO qualifying customers on a minimum of 100bv you will earn a \$50/\$55Cdn cash bonus and \$25 product voucher

## Monthly Referral Bonus

Every time you help TWO qualifying customers get started in the same commission month you will receive a US\$50/CA\$55 product voucher.

Help THREE more in the same commission month and receive an additional US\$100/CA\$111 product voucher



# *NEW CUSTOMER Checklist*

## *New Enrollment A.T.M*

### Step 1: ADD

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ADD THEM TO THE TEAM FACEBOOK GROUPS ENSURE THEY ACCEPT THE INVITE.

### Step 2: TAG

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WELCOME IN THE GROUP AND TAG IN PINNED WELCOME POST COMMENTS (USE @ THEIR NAME) AND/OR ANY RELEVANT GETTING STARTED INFORMATION

### Step 3: MESSAGE

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SEND A WELCOME MESSAGE WITH THE LINK TO OUR TEAM WELLNESS WEBSITE TO LEARN HOW TO USE THEIR PRODUCTS,

LINK IN A MESSAGE WITH YOUR TEAM'S LEADER ON SOCIAL MEDIA AND 1 OR 2 OTHERS LIKE THEM TO CREATE COMMUNITY ADDITIONAL SUPPORT

More tools how to manage and retain your customers here:



# Income Goal Calculator

## LINEAR INCOME

### Time For Money

\$ \_\_\_\_\_ per week goal / \_\_\_\_\_ hours you are consistently committed to per week.

**I will earn \$ \_\_\_\_\_ per week by investing \_\_\_\_\_ hours which is \$ \_\_\_\_\_ per hour!!**

### New Customers

\$ \_\_\_\_\_ per week goal / 20% PIB from all initial enrollment orders

= \_\_\_\_\_ total in sales required to earn per week goal / \$175 (the average new customer order)

= \_\_\_\_\_ total new customers required each week

**I get to help \_\_\_\_\_ new customers get started each week to earn \_\_\_\_\_ in Product Introduction Bonuses, which is \$ \_\_\_\_\_ per year!!**

## RESIDUAL INCOME

### Cycles

\$ \_\_\_\_\_ per month goal / \$ \_\_\_\_\_ per cycle (1 Cycle = \$54.10 USD approx. \$64 CDN)

= \_\_\_\_\_ cycles required per month

**To earn \$ \_\_\_\_\_ per month I would need to cycle \_\_\_\_\_ times per month to achieve my goal**

### Business Volume (BV)

1 Cycle = 900 BV (balanced 1/3 Left 300 BV and 2/3 Right 600 BV OR vice versa)

900 BV x \_\_\_\_\_ Cycles = \_\_\_\_\_ Total BV required

Assuming your left is your focus leg right is your team/heavy leg.

Total BV x 1/3 = \_\_\_\_\_ Left BV      Total BV x 2/3 = \_\_\_\_\_ Right BV

### Orders

The average order every month per customer is 100 BV

Left Total BV / 100 BV = \_\_\_\_\_ orders needed from anyone in my left team

Right Total BV / 100BV = \_\_\_\_\_ orders from anyone in my right team

**My team gets to help \_\_\_\_\_ new or existing customers look or feel better every month to earn \$ \_\_\_\_\_ per month which is a life changing \$ \_\_\_\_\_ per year!!!!**



# You Share, They Share, Repeat™

Isagenix has created a customer referral system that can help you never pay for your products again and earn money by sharing these amazing products.



## Key Terms

**PIB** - Product Introduction Bonus

**RAB** - Rank Advancement Bonus

**Commission Week** - Monday thru Sunday (EST)



### 1 JOIN ISAGENIX

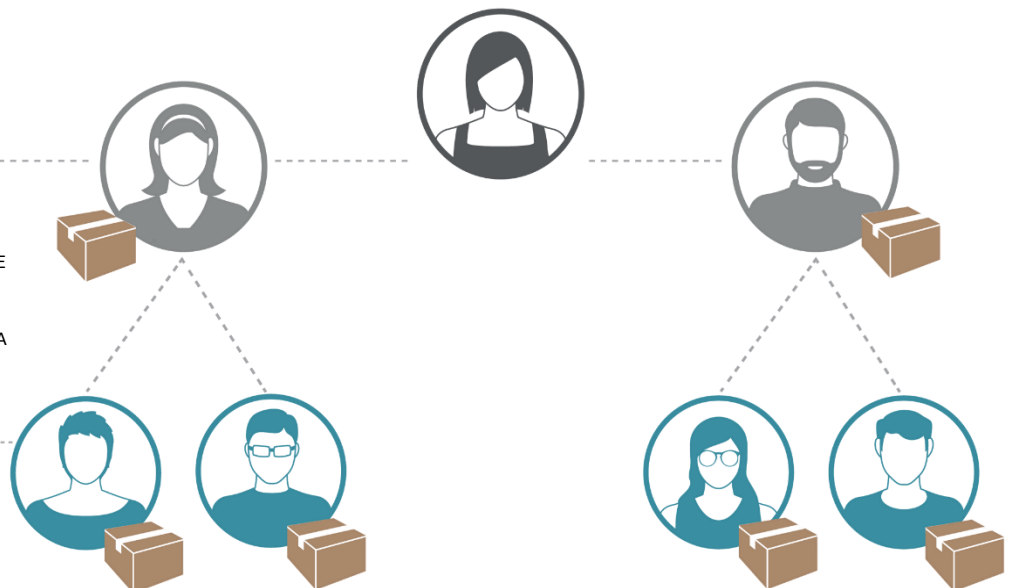
-----YOU

### 2 YOU SHARE

YOU SHARE ISAGENIX WITH YOUR FRIENDS AND FAMILY, WHEN 2 PEOPLE JOIN ISAGENIX WITH A MINIMUM OF 100BV ORDERS IN THE SAME COMMISSION WEEK. YOU ADVANCE A LEADERSHIP LEVEL TO CONSULTANT =US\$50/CA\$55, RAB AND

### 3 THEY SHARE

YOU HELP YOUR 2 FRIENDS HELP 2 PEOPLE JOIN ISAGENIX. YOUR FRIENDS BOTH ADVANCE TO CONSULTANT. YOU RECEIVE A \$100US /CA\$111 CONSULTANT DEVELOPMENT BONUS FOR EACH FRIEND.  
=US\$200/CA\$222 \*BONUS



# You Share, They Share, Repeat™ Script



What excites me the most is that Isagenix has a simple way to help you pay for your products. It's called you share, they share, repeat. It's an incredible customer referral system!

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

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

Let's say that <name> also enrolls on a Weight Loss Value Pack, so Isagenix would pay you US\$129/CA\$146 Product introduction bonus, or PIB.

Then <name> also enrolls a Weight Loss Value Pack, so Isagenix would pay you another US\$129/CA\$146 PIB.

Here's Where It Gets Really Exciting!

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If both friends get started and place their initial order in the same week (Monday through Sunday)

When you do this, you would move to the first leadership level, and Isagenix would pay you a one-time bonus of US\$50/CA\$55 plus a onetime \$25 product voucher!

Every commission month you help 2 people get started you will also receive a US\$50/CA\$55 product voucher.

You are now at a total of US\$308/CA\$347 and US\$75/CA\$80 in free products 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 Isagenix products with two other people.

When they both share Isagenix with at least two customers each, you will 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\$508/CA\$569!

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\$758/CA\$846. 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 the 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; their earning potential with Isagenix is amazing!

LEFT TEAM

RIGHT TEAM

YOU

300 BV

100 BV

100 BV

200 BV

150 BV

300 BV

100 BV

100 BV

TOTAL: 1,000 BV

-600 BV

400 Holdover

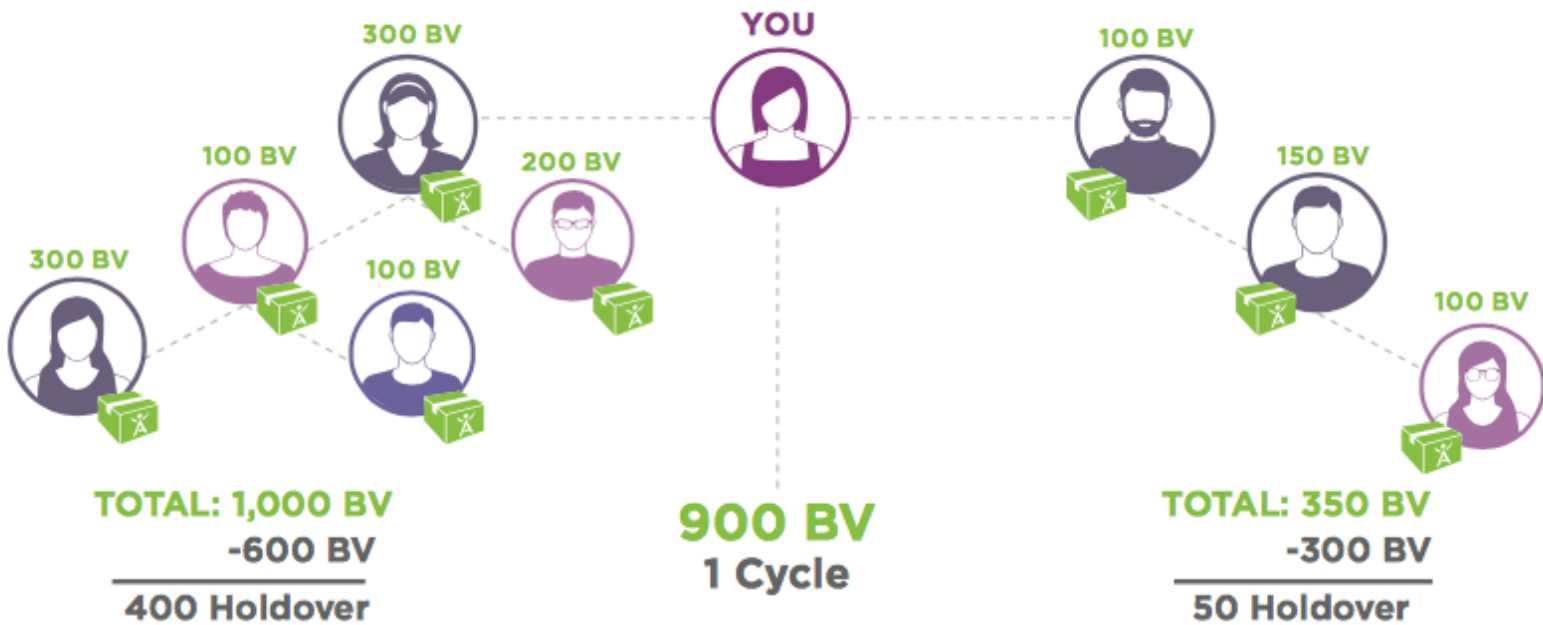
900 BV

1 Cycle

TOTAL: 350 BV

-300 BV

50 Holdover



# Residual Value of Your Isagenix Business

| CYCLES PER WEEK | \$ PER CYCLE | \$ PER WEEK | ANNUAL INCOME | INTEREST RATE | CAPITAL REQUIRED TO GENERATE ANNUAL INCOME |
|-----------------|--------------|-------------|---------------|---------------|--|
| 1               | \$54.20      | \$54.00     | \$2,818.00    | 0.03          | \$93,933.00                                |
| 2               | \$54.20      | \$108.00    | \$5,637.00    | 0.03          | \$187,900.00                               |
| 3               | \$54.20      | \$163.00    | \$8,455.00    | 0.03          | \$281,833.00                               |
| 4               | \$54.20      | \$217.00    | \$11,274.00   | 0.03          | \$375,800.00                               |
| 5               | \$54.20      | \$271.00    | \$14,092.00   | 0.03          | \$469,733.00                               |
| 6               | \$54.20      | \$325.00    | \$16,910.00   | 0.03          | \$563,667.00                               |
| 7               | \$54.20      | \$379.00    | \$19,729.00   | 0.03          | \$657,633.00                               |
| 8               | \$54.20      | \$434.00    | \$22,547.00   | 0.03          | \$751,567.00                               |
| 9               | \$54.20      | \$488.00    | \$25,366.00   | 0.03          | \$845,533.00                               |
| 10              | \$54.20      | \$542.00    | \$28,184.00   | 0.03          | \$939,467.00                               |
| 20              | \$54.20      | \$1,084.00  | \$56,368.00   | 0.03          | \$1,878,933.00                             |
| 40              | \$54.20      | \$2,168.00  | \$112,736.00  | 0.03          | \$3,757,867.00                             |
| 60              | \$54.20      | \$3,252.00  | \$169,194.00  | 0.03          | \$5,636,800.00                             |
| 100             | \$54.20      | \$5,420.00  | \$281,840.00  | 0.03          | \$9,394,667.00                             |

(1 Cycle = \$54.10 USD approx. \$64 CDN)

# Roadmap

## To Success with Isagenix

### CONSULTANT BONUSES

EARN US\$100/CA\$111 BONUS FOR EACH NEW CONSULTANT  
(Up to 20 consultants with no time limits)

### RANK ADVANCEMENT BONUSES

**US\$50/CA\$55 Consultant**

DEADLINE \_\_\_\_\_

60  
Days\*

**US\$250/CA\$277 Crystal Manger**

DEADLINE \_\_\_\_\_

120  
Days\*

**US\$750/CA\$832 Crystal  
Director**

DEADLINE \_\_\_\_\_

180  
Days\*

**US\$1000/CA\$1100 Crystal  
Executive**

DEADLINE \_\_\_\_\_

\* DEADLINES ARE LISTED IN YOUR BACKOFFICE UNDER MY ACCOUNT

**A** Associate

**C** You Share

**M** You Share, They Share

**D** You Share, They Share

**E** You Share, They Share

**You\***

**2 personally enrolled Customers\***

**2 personally enrolled active Consultants\***

**6 personally enrolled active Consultants\***

**5 Right + 5 Left personally enrolled active  
Consultants\***

\*QUALIFYING ORDERS OF 100 BV

# Rank Advance and Cycle

## Your Way To The Stars

Earn on all Rank Advancement Bonuses and bring home over US\$14,000/CA\$16,000



- The Consultant Bonus is paid one week in arrears.
- The Personally Developed Consultant Bonus will be paid one week in arrears.
- Crystal Manager, Crystal Director, and Crystal Executive Bonuses will be paid one week in arrears, and all bonuses based on Cycles are paid two weeks in arrears.

| RANK                                  | ACTIVITY  | WHAT YOU CAN EARN  |
|---------------------------------------|---|--|
| CONSULTANT                            | <p>Consultant — Help 2 new Members join Isagenix</p> <p>Personally develop 20 Consultants<br/>Earn 5 Cycles and be an active rank of Consultant or higher*<br/>Earn 5 Cycles and be an active rank of Consultant or higher* a second time</p> <p><b>5-CYCLE BONUS TOTAL</b></p>   | <p>US\$50/CAS55</p> <p>US\$100/CAS111 per Consultant (max 20)<br/>US\$250/CAS277<br/>US\$250/CAS277</p> <p><b>US\$500/CAS555</b></p> |
| MANAGER<br><br>CRYSTAL<br>MANAGER     | <p>Manager — Personally develop 2 Consultants<br/>Crystal Manager — Reach the rank of Manager within 60 days of becoming an Associate</p> <p>Achieve 1-Star (10 Cycles) and be an active rank of Manager or higher*<br/>Achieve 1-Star (10 Cycles) and be an active rank of Manager or higher* a second time</p> <p><b>10-CYCLE BONUS TOTAL</b></p>             | <p>US\$250/CAS277</p> <p>US\$500/CAS555<br/>US\$500/CAS555</p> <p><b>US\$1,000/CAS1,110</b></p>                                      |
| DIRECTOR<br><br>CRYSTAL<br>DIRECTOR   | <p>Director — Personally develop 6 Consultants<br/>Crystal Director — Reach the rank of Director within 120 days of becoming an Associate</p> <p>Achieve 2-Star (20 Cycles) and be an active rank of Director or higher*<br/>Achieve 2-Star (20 Cycles) and be an active rank of Director or higher* a second time</p> <p><b>20-CYCLE BONUS TOTAL</b></p>       | <p>US\$750/CAS832</p> <p>US\$1,000/CAS1,110<br/>US\$1,000/CAS1,110</p> <p><b>US\$2,000/CAS2,220</b></p>                              |
| EXECUTIVE<br><br>CRYSTAL<br>EXECUTIVE | <p>Executive — Personally develop 10 Consultants<br/>Crystal Executive — Reach the rank of Executive within 180 days of becoming an Associate</p> <p>Achieve 3-Star (40 Cycles) and be an active rank of Executive or higher*<br/>Achieve 3-Star (40 Cycles) and be an active rank of Executive or higher* a second time</p> <p><b>40-CYCLE BONUS TOTAL</b></p> | <p>US\$1,000/CAS1,110</p> <p>US\$1,500/CAS1,665<br/>US\$1,500/CAS1,665</p> <p><b>US\$3,000/CAS3,330</b></p>                          |
| <b>NEW</b>                            | <p>Achieve 4-Star (60 Cycles) and be an active rank of Executive or higher*<br/>Achieve 4-Star (60 Cycles) and be an active rank of Executive or higher* a second time</p> <p><b>60-CYCLE BONUS TOTAL</b></p>   | <p>US\$2,000/CAS2,220<br/>US\$2,000/CAS2,220</p> <p><b>US\$4,000/CAS4,440</b></p>  |
| <b>TOTAL BONUS =</b>                  |   | <b>US\$14,550/CAS16,149</b>  |

# Map To Crystal Executive

Here's your map to becoming Crystal Executive. Fill in the new team members names. To become Crystal Executive, you need to personally help 5 people join on each team leg (right & left) then help at least 5 individuals on each leg become consultants within in 180 days of becoming an Isagenix Independent Associate.

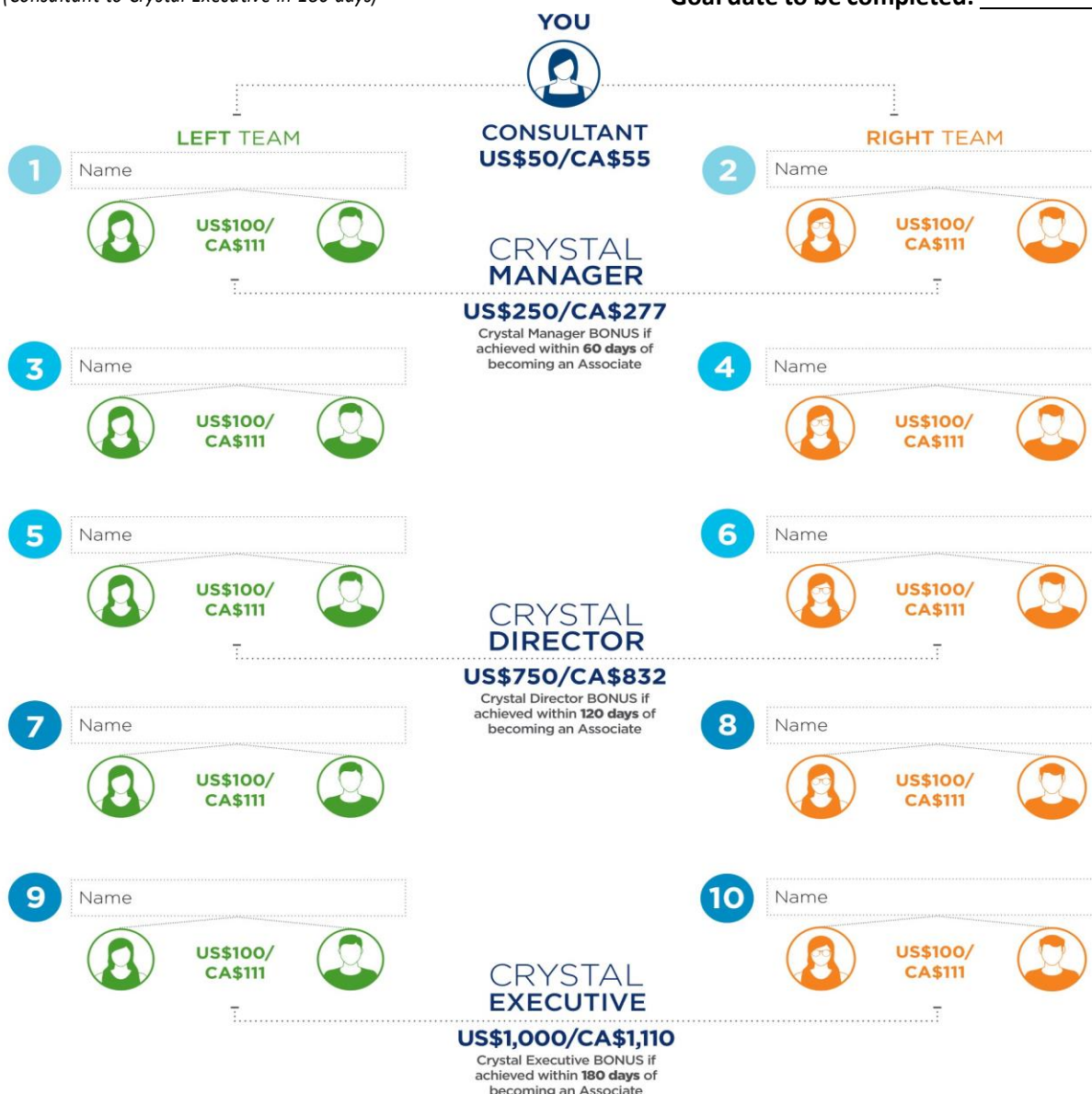
US\$50/CA\$55  
 US\$250/CA\$277  
 US\$750/CA\$832  
 US\$1000/CA\$1110  
 US\$2000/CA\$2220

**Consultant Advancement Bonus**  
**Crystal Manager Bonus (Achieve within 60 days of becoming an Associate)**  
**Crystal Director Bonus (Achieve within 120 days of becoming an Associate)**  
**Crystal Executive Bonus (Achieve within 180 days of becoming an Associate)**  
**Consultant Development Bonus (\$100 for each personally enrolled Consultant) (Maximum 20)**

**YOU SHARE  
 THEY SHARE x5  
 REPEAT**

**Up to US\$4,050/CA\$4,494 in bonus money!**  
 (Consultant to Crystal Executive in 180 days)

Goal date to be completed: \_\_\_\_\_



\* 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. Associates participating in the Crystal Challenge outside of the 180-day join date period do not qualify for the US\$1,000/CA\$1,110 Crystal Executive Bonus. For qualifying Associates, the US\$4,050/CA\$4,494 bonus can only be achieved if Crystal Manager is achieved within 60 days of becoming an Associate, Crystal Director is achieved within 120 days of becoming an Associate, and Crystal Executive is achieved within 180 days of becoming an Associate.

All dollar amounts are shown in USD/CAD. 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 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.



# Executive Bonuses

ACHIEVING EXECUTIVE UNLOCKS LIMITLESS EARNING POTENTIAL!!

## EXECUTIVE LIFESTYLE BONUS

You will earn US\$10,000/ year with the Executive Lifestyle Bonus by simply:

- Remaining Paid-As Executive every day
  - Enroll two new Customers with a minimum of 100 BV
- Be personally active through personal purchases of 100bv OR retail orders through your replicated Isagenix website every month

Do that and you will receive US\$750 each month and every third consecutive month US\$1,000! You are literally being paid to maintain your rank!

## EXECUTIVE TO 3-STAR LEADERSHIP POOL

Earn up to US\$5,000 each month in leadership pool money! It's simple!

- Use the Leader in Action formula to calculate your points
  - Earn a minimum of 40 points
- $\text{Share Value} \times \text{points} = \text{Leadership Pool Payout}$  to a max of US\$5,000/month

## CUSTOMER REFERRAL PROGRAM

As a qualified Executive, you have the opportunity to receive retail orders and new customers who order through Isagenix.com. Simply complete the three following requirements each qualification month:

- Maintain Active status.\*
- Enroll two new customers with an initial order of 100 BV or more.
  - Be Paid-As Executive every day of the qualification month.

Leave more about our entire compensation system here







# TEAM CALLS

Stay plugged into the weekly mindset and training opportunities with this team. They will help you move faster and build your belief especially when life gets busy and are recorded if you can't tune in live.

Our desire is that these trainings will both inform and inspire our team to tap into the greatness of their "WHY" and not only build a business that allows them the opportunity to reach their goals and achieve their dreams but live a healthy and balanced life.

## Power Hours

TBD

Plug into a Power Hour Zoom lead by a Leader to help you get into and stay in action with prospecting. Schedule with your upline directly and watch for pop up power hours in our Business Group.

## OTHER GREAT CALLS:

### Mondays Leaders Unite

1000AM MST/1200PM EST

[TEXT UNITED TO 8449284243](tel:8449284243)

Meeting ID: [824 5353 8312](tel:82453538312)

Password: [evolution](#)

Lisa Demayo, Cathy Savage, Kyle & Megan Nekrash, Susan Miller & Chelsea Lauren unit for amazing calls to build your leadership.

### Sunday Life Elevated Team Call

800PM MST/1000PM EST

[ZOOM.US/J/84395682063](https://zoom.us/j/84395682063)

Meeting ID: [843 9568 2063](tel:84395682063)

Password: [DREAMERS](#)

Connect and collaborate with your immediate up and downline team.

### Mondays Healthy Body Team

700PM MST/900PM EST

[ZOOM.US/J/9204540076](https://zoom.us/j/9204540076)

Meeting ID: [920 4505 0776](tel:92045050776)

Password: [HBT](#)

The How To's of Network Marketing with global leadership

# Resources

## Website Guide

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[HTTPS://COLLAGENELIXIRTRAINING.COM](https://collagenelixirtraining.com) & [WWW.ELIXIRLAUNCH.COM](http://www.elixirlaunch.com)

[ISAGENIXBUSINESS.COM](http://isagenixbusiness.com)  
ACCESS TOOLS, TRAINING, AND RESOURCES TO BUILD YOUR BUSINESS.

[ISAMOVIE.COM](http://isamovie.com)  
A HOME FOR ALL VIDEOS FROM ISAGENIX EXPLAINING THE PRODUCTS AND BUSINESS.

[ISAGENIXPODCAST.COM](http://isagenixpodcast.com)  
TIPS FOR SUCCESS FROM LEADING ISAGENIX BUSINESS BUILDERS AND HEALTH COACHES.

[ISAPRODUCT.COM](http://isaproduct.com)  
RECEIVE A COMPLETE RECEIVE A COMPLETE PRODUCT TRAINING EXPERIENCE.

[ISAGENIXHEALTH.NET](http://isagenixhealth.net)  
GET VALUABLE HEALTH AND WELLNESS INFO AND LEARN MORE ABOUT OUR PRODUCTS.

[ISAFYI.COM](http://isafyi.com)  
EXPLORE THE BLOG THAT INFORMS, ENTERTAINS, AND MOTIVATE PEOPLE TO TAKE PART IN AN ISAGENIX LIFESTYLE.

[ISAGENIXCOMPLIANCE.COM](http://isagenixcompliance.com)  
POLICIES AND PROCEDURES, TOOLS, AND RESOURCES.

[ISASALESTOOLS.COM](http://isasalestools.com)  
PURCHASE AND DOWNLOAD PROVEN BUSINESS BUILDING TOOLS.

[STARTYOURLIFE.COM](http://startyourlife.com)  
INTRODUCE THOSE AGES 18-35 TO START YOUR VISION THROUGH ISAGENIX.

[ISAGENIXGEAR.COM](http://isagenixgear.com)  
THE LATEST ISEGENIX APPAREL AND ACCESSORIES.

**ISAGENIX CORPORATE FACEBOOK GROUPS**  
LEAN ON US AND YOUR FELLOW ISAGENIX INDEPENDENT ASSOCIATES FOR BUSINESS BUILDING NEWS AND ADVICE

ISAGENIX BUSINESS CANADA [WWW.FACEBOOK.COM/GROUPS/381909328941553](http://www.facebook.com/groups/381909328941553)  
ISAGENIX BUSINESS GLOBAL [WWW.FACEBOOK.COM/GROUPS/ISAGENIX.BUSINESS](http://www.facebook.com/groups/isagenix.business)  
START (18-35 AGES) [WWW.FACEBOOK.COM/GROUPS/167040336736904](http://www.facebook.com/groups/167040336736904)

# Resources



## Team Facebook Pages

TEAM HUSTLE BUILDERS PAGE: [WWW.FACEBOOK.COM/GROUPS/4HUSTLE/](http://WWW.FACEBOOK.COM/GROUPS/4HUSTLE/)  
INTRODUCE TO YOUR UPLINE IN A FACEBOOK OR TEXT MESSAGE AND ADD TO THE FACEBOOK PAGE ONCE THEY SHOW AN INTEREST IN ENROLLING OTHERS!

TEAM GLOW AND GROW PAGE: [WWW.FACEBOOK.COM/GROUPS/321592219516747](http://WWW.FACEBOOK.COM/GROUPS/321592219516747)  
ADD ALL ISAGENIX CUSTOMERS AND NATURAL BEAUTY PROSPECTS

TEAM #GOALDIGGERS PAGE: [WWW.FACEBOOK.COM/GROUPS/4GOALDIGGERS](http://WWW.FACEBOOK.COM/GROUPS/4GOALDIGGERS)  
ADD ALL ISAGENIX CUSTOMERS AND WELLNESS PROSPECTS