



90-DAY ACTION PLAN

WHAT CAN YOU ACCOMPLISH?

Name: _____

My 90-Day Action Plan Begins: _____



WELCOME TO YOUR **90-DAY** ACTION PLAN

WHAT CAN YOU ACCOMPLISH?

Dear Associate,

Massive congratulations on committing to your growth! I truly believe this is a road map for how you can accomplish your goals with hard work and the right mindset!

This 90-Day Action Plan has been developed to take you step by step toward reaching your goals. You will focus on the following things:

- Your vision for your future.
- Developing your connecting and sharing skills.
- Planning daily and weekly income-producing activities.

Success takes commitment, vision, and action, so use this workbook to record your thoughts, ambitions, and notes to recall them when you need them the most.

Be sure to partner with your team members for support as well. My years of experience in this industry have proven repeatedly that the most successful people are those who build each other up and work together to achieve their dreams. So let's get started!

To your success,



Kathy Coover
Isagenix Owner and Executive Vice President



90-DAY ACTION PLAN

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GET CRYSTAL CLEAR ON YOUR 'WHY'

START HERE AND DIVE INTO YOUR 'WHY'

A well-developed why can help you break through unexpected obstacles and guide you in prioritizing your time, focus, and talents.

Answer the following questions to clarify your why.

1. What changes would you make to feel truly fulfilled in your life?

2. If you could improve your life/lifestyle, what would it take? What would that look like?

3. What excites you? What are you passionate about?

4. If you designed your life, what would it look like? What would it feel like?

5. If you had all the means necessary, where would you make the biggest impact?
(Family, health, income, etc.)

6. What would it look like and feel like to live that life?

ENVISION YOUR 'WHY'

Write out your goal for each category in the circles below to start envisioning what your life will look like and feel like when your why is realized.

TRANSFORMATION GOAL

.....

.....

.....

What does it look like and how does it feel to achieve this goal?

.....

.....

.....

Achieved by:

FINANCIAL GOAL

.....

.....

.....

What does it look like and how does it feel to achieve this goal?

.....

.....

.....

Achieved by:

CONTRIBUTION GOAL

.....

.....

.....

What does it look like and how does it feel to achieve this goal?

.....

.....

.....

Achieved by:

TEAM GOAL

.....

.....

.....

What does it look like and how does it feel to achieve this goal?

.....

.....

.....

Achieved by:

Follow this same exercise with any additional goals you have and plan to accomplish!

Personal Mission Statement

1. What is important? What/whom do you value? How is your life connected to those things?
2. Where do you want to go? (Spiritually, mentally, physically, with your career, or with your family.)
3. What does your best scenario look like?
4. How do you want to act? How do you want people to describe you?
5. What kind of legacy do you want to leave behind? Imagine the world 100 years from now. What does the impact you've left behind look like?

Write Your Personal Mission Statement

My mission is to

in order to serve

in such a way that

CREATE YOUR VISION BOARD

Create a powerful vision for your future by putting a vision board where you will look at it each day.

STEP 1: WRITE YOUR GOALS

PERSONAL

Self-Development - Spiritual Growth - Education - Health - Body - Hobbies

CAREER & FINANCIAL

Ideal Income - Your Passions - Investment Goals - Savings Plan - Your Co-Workers - Daily Activities

ADVENTURE & FUN

Places to Visit - Your Home - Dream Purchases - Vacation Goals

CONTRIBUTION

Organizations to Support - Worthwhile Causes - Volunteerism - Community Opportunities

STEP 2: GATHER MATERIALS

STEP 3: CUT OUT IMAGES, QUOTES, AND KEYWORDS BASED ON YOUR GOALS

STEP 4: ARRANGE IMAGES

STEP 5: DISPLAY BOARD PROMINENTLY

STEP 6: LOOK AT YOUR BOARD DAILY! ENVISION YOUR GOALS



A BUSINESS THAT FITS YOUR LIFE

First and foremost, remove distractions and build a schedule that allows you to concentrate solely on two types of activities:

Income-Producing Activities - Work that focuses on increasing your income by expanding your Customer base or sales volume.

- Sharing Isagenix tools and following up
- Hosting an in-home party
- Helping a new Customer pick their first pak or system.
- Learning or sharing the You Share, They Share, Repeat script.
- Creating targeted interest on social media.

Personal and Team Development - Work that supports your business but does not directly result in team growth or increased business volume (BV).

- Recognizing a team member on social media.
- Wearing your Isagenix gear in public. Check out IsagenixGear.com
- Setting your schedule.
- Creating a vision board.
- Attending events.

FOCUS FORMULA

$$\begin{array}{r} 80\% \text{ Income-Producing Activities} \\ + 20\% \text{ Personal and Team Development} \\ \hline 100\% \text{ Focus on Consistent Success} \end{array}$$

NOTES:

CONNECT

This business is certainly not the conventional 9-to-5 world! This business is ALL about connecting and building relationships with new customers.

THE RIGHT MINDSET

- **It's Not About You – It's About Them**

You are simply having conversation with the intention of getting to know someone. Ask open-ended questions, and find out what interests them.

- **Don't Have an Agenda - Be Interested, Not Interesting**

You should only be doing about 20 percent of the talking. Build trust by listening.

- **Your Posture and Mindset Dictate Theirs**

Come from a place of positivity and confidence.

- **Be Truly Authentic**

Are you being your open and true self? If not, how can you expect others to open up to you? What vulnerabilities do you have that can make you more relatable to others? Before people have an interest in the products, they need to connect with who you are first.

SET YOUR MINDSET RIGHT!

FIXED MINDSET VS. GROWTH MINDSET

Which one are you?

Fixed Mindset = look talented at all costs, Don't work too hard or practice too much. When faced with setbacks, run away or conceal your deficiencies.

Growth Mindset = Learn, learn, learn! Work with passion and dedication- effort is the key. Embrace your mistakes and confront your deficiencies.

- Carol S. Dweck, Ph.D. Stanford University

“Since starting my network marketing career, I've gotten thousands of noes, but I also have gotten a few yeses...The yeses built my business; the noes built my character. When you can smile, dial your friends' numbers, and get 30 noes but then keep dialing till you get a few yeses, that's character...When someone says no to me, it tells me they don't have enough information. I spell it like 'know' – they don't know enough to say 'no' to me.”

- Jimmy Smith



Two Mindsets

Carol S. Dweck, Ph.D. Stanford University

Fixed Mindset

Intelligence is static



Leads to a desire to look smart and therefore a tendency to...

...avoid challenges



CHALLENGES

...give up easily



OBSTACLES

...see effort as fruitless or worse



EFFORT

...ignore useful negative feedback



CRITICISM

...feel threatened by the success of others



SUCCESS OF OTHERS

As a result, they may plateau early and achieve less than their full potential.

All this confirms a **deterministic view of the world.**

Growth Mindset

Intelligence can be developed



Leads to a desire to learn and therefore a tendency to...

...embrace challenges



...persist in the face setbacks



...see effort as the path to mastery



...learn from criticism



...find lessons and inspiration in the success of others



As a result, they reach even-higher levels of achievement

All this gives them a **greater sense of free will.**

CONNECT IN FOUR STEPS

STEP 1: LISTEN

Use F.O.R.M. to find solutions to fit their needs. Remember, creating relationships is important.

- F** - Family
- O** - Occupation
- R** - Recreation
- M** - Motivation

“How is your job going?”

“If you had more spare time, what would you do?”

“If money and time were not a factor, what would you do or have?”

Consider if someone were to ask you the same questions. Would you have a good understanding of who you are, what fills you up, and what your goals are?

“If you want a better answer, ask a better question.”

STEP 2: CONTACT

SAMPLE QUESTIONS TO BUILD THE CONNECTION

“If I could show you a way to (based on their solution/needs), would that interest you?”

“I’d love to share more about this! I’ll send you a private message or send you a text. What’s your number?”

STEP 3: SCHEDULE

Scheduling can be done one on one, in person, over the phone, over video chat, or as an invitation to a party. Avoid the word “appointment” because it may send the message that you’re “pushy.”

Book a time to meet in person, over the phone, or over video chat to learn about their needs and to share more about the solutions you offer.

“Let’s talk more about your goals (or a specific goal they shared with you). Does tomorrow at (blank) or (blank) work better for you?...Great! I’ll go over everything and answer any questions you may have.”

STEP 4: SHARE

Use the tools to share Isagenix based on their goals. See Page 11 for a list of tools and where to find them.

HOT TIP: Share the “Today Is the Day” video using the IsaTools™ app. This app makes sharing videos simple and fun right from your phone. Say, “I’m going to send you a text with a short video. It will show you a little more of what Isagenix is all about, and I’ll share the rest with you when we meet.”

Use the **Eat It, Love It, Share It** Kit to share with a group! Get yours today at IsaSalesTools.com

THE ART OF THE CLOSE

When the time comes to set up your new Member's account and process their first order, don't be scared or intimidated because it's a financial matter. Remember that you're helping someone to become their best self. You've simply shared what has worked for you and are helping them have an incredible experience of their own.

Try out some of our top leaders' go-to closing lines and find what works for you.

SAMPLE CLOSING LINES FROM OUR LEADERS

“ I am so fired up to welcome you to the amazing Isagenix family! ”

- Tanya Kirkpatrick

“ Which plan sounds like the best fit for you? ”

- Zach & Eden Slobin

“ As I see it, you have three options. One, you can diet on your own without coaching or a solid plan. Two, do absolutely nothing and then nothing changes. Or three, you weave this system into your everyday life and give it a try along with my help. ”

- David & Angelike Norrie

“ I'm so excited for you! You will be so glad you said yes. What flavors shall we start with? ”

- Trudy Maples

USE THE TOOLS

- **IsaTools To Go app™** – Share Isagenix from your phone with tracking and organizational help.
 - Download from the App Store or Google Play
 - Search for “IsaTools”
 - Link your account through your Back Office
 - › Click “Resources” and “Go to IsaTools”
 - › Select a membership type
 - › Log in to your app using your Back Office username and password
- **New IsaLife App** – Coach your new Members through their Isagenix Systems with this incredibly powerful, new app!
- **“Today Is the Day”** video – Spark your new Members’ interest, and ignite their passion to achieve their goals
- **“Transform Your Life”** video – Provide more detailed information about Isagenix world-class solutions and products
- **STARTYourLife.com** – Introduce those ages 18-35 to a massive, supportive community

TOOLS TO SHARE IN PERSON

- **Eat It, Love It, Share It Kit** – Host an Isagenix party with this kit that makes sharing easy and fun!
- **IsaSalesTools.com** – Purchase training materials, event materials, sharing tools, and so much more
- **Experience Isagenix presentation** (IsagenixBusiness.com)
- **Magazines** (#STARTYOURLIFE, IsaNews, IsaBody Challenge® Look Book, STARS, etc. Visit IsaSalesTools.com)
- **Isagenix Product Catalog**

TOOLS TO SUPPORT YOUR TEAM

- **IsagenixBusiness.com** – Download training tools, promotion flyers, and training videos
- **New Member Checklist** (Can be downloaded from IsagenixBusiness.com)
- **IsaPulse™ app**
- **IsaOrder™ app**
- **Back Office “Training Center” and reporting features**



CONNECT

SHARE WITH EXISTING CONNECTIONS: 'WHO DO YOU KNOW?' LIST

WHO IS YOUR:

- Co-worker
>
- Hairstylist
>
- Doctor
>
- Dentist
>
- Chiropractor
>
- Realtor
>
- Mechanic
>
- Dry cleaner
>
- Accountant
>
- Nail technician
>
- Handyman
>
- Veterinarian
>
- Massage therapist
>
- Insurance agent
>

WHO DO YOU KNOW WHO IS:

- Health-conscious
>
- Always tired
>
- Entrepreneurial
>
- Positive and outgoing
>
- A stay-at-home parent
>
- Bilingual
>
- An international traveler
>
- A business owner
>
- Very active on social media
>
- At your daycare
>

As you reach out to your connections, be sure to jot down or save the conversation another way so you can always revisit what you've already discussed, review their goals, and follow up authentically.

CONNECT WITH YOUR 30-SECOND STORY

SHARE YOUR STORY 'THE RIGHT WAY'

Sharing your story can be one of the most effective ways to market your Isagenix business. We love your excitement and passion for Isagenix, and we want to make sure you share your success in a compliant and accurate way.

ALWAYS BE SURE THAT YOUR STORY:

- Is accurate and truthful.
- Gives reasonable expectations.
- NEVER suggests products treat, cure, or prevent any disease.
- NEVER promises, implies, or guarantees financial or physical results.

Always follow these guidelines in print, verbal and written presentations, on social media and other online outlets, and even in casual conversation.

MY 30-SECOND STORY

1. Before Isagenix...

2. I was introduced to Isagenix by...

3. I have been on the products for...

4. As a result, I am now...

5. I now feel/believe...

CONNECT WITH YOUR 30-SECOND STORY

SAMPLE COMPLIANT 30-SECOND STORY

"Before Isagenix, I was always feeling tired and couldn't keep up with my kid's energy. On top of it all, I couldn't fit into any of my pre-pregnancy clothes. I was introduced to Isagenix by my best friend, Sally, who I have known since college. I could tell that she was doing something different, because she had this new glow about her, and I wanted that for myself. I have been on the products for almost a year now, and I can't imagine a day without them. As a result, I now feel even more energetic than my kids and fit into my jeans from high school! I don't remember ever feeling this good! I now believe everyone deserves a body that allows them to do everything they want to do."

PUT IT ALL TOGETHER

Now that you've filled out the template, write your 30-second story below.

Take a look at the 30-second story you just wrote. If you like it, write it again. If you want to make any changes, write your new version below.

CONNECT

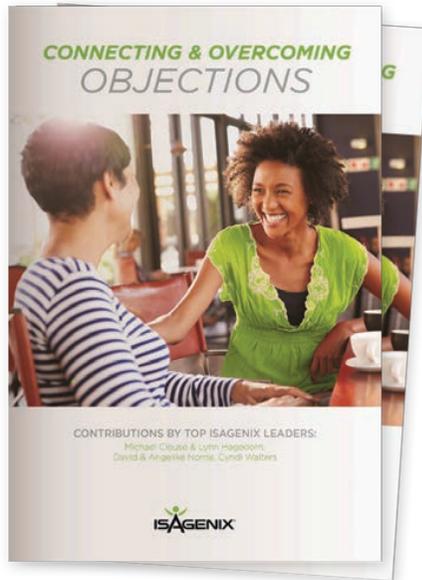
FOLLOW UP AND OVERCOME OBJECTIONS

Need Help Overcoming Objections? Use 'Feel, Felt, Found!'

When you're sharing Isagenix, you're likely to receive questions and objections. A very effective way to address these is by listening and showing you understand. Try the "Feel, Felt, Found" method. For example, you might say:

"I understand how you feel. I felt hesitant about buying a 30-day supply of food all at once, too, but when I started using the system, I found that I spent less than usual throughout the month because I wasn't eating out nearly as much as I did before I found Isagenix."

NOTES:



CONNECT

WHAT DOES LEADERSHIP LOOK LIKE?

- Reaching out and connecting with business builders and customers.
- Supporting team members by co-hosting in-home parties.
- Connecting with your entire business-building team on social media for a community of resources.
- Creating a social media community specifically for your Customers for product help and support. This should be separate from your business-building community.
- Directing your business builders to training resources such as the Training Center in their Back Office, Isagenix.com, and IsagenixBusiness.com.

RECOGNIZE YOUR TEAM

Share your gratitude for all that your team members do! Appreciate the impact each individual has in creating positive changes all around the world. Celebrate their efforts and achievements no matter how great or small!

HOW TO CELEBRATE YOUR TEAM'S EFFORTS AND SUCCESSES

- Handwritten cards
- Social media posts
- IsaPulse™ messages
- Flowers
- A get-together

GRATITUDE
IS OUR ATTITUDE



THE ISAGENIX TEAM COMPENSATION PLAN

NOTE FROM THE ISAGENIX TEAM COMPENSATION PLAN CREATOR, **JIM COOVER**

To put it simply, Isagenix has gained international success as a leading health and wellness company because we reward loyal Members for sharing their Isagenix experience with others. After all, word-of-mouth marketing is something we naturally do and value receiving every single day. This is why we developed the Isagenix Team Compensation Plan — the best in the industry.

The Isagenix Compensation Plan was established on sound financial principles and is built to last. Since 2002, Isagenix has helped hundreds of thousands earn extra money – thousands of whom have been paid over \$100,000 and hundreds more who have been paid over \$1 million since joining – and we’re growing strong!

The Isagenix Compensation Plan, paired with many Isagenix promotions, is designed to reward you at all levels of your business growth. You can take advantage of Rank Advancement Bonuses, Product Introduction Bonuses, Leadership Pools, and more to earn daily, weekly, and monthly pay, while you build solid Right and Left Sales Teams. When you begin to “Cycle,” you can earn residual income and additional perks as you rise through the ranks!

To your success,

Jim Coover
Isagenix Owner and Chairman of the Board



The ability to earn income under the Isagenix Compensation Plan depends on many factors including an individual Associate’s business, social, and sales skills; personal ambition and activity; availability of time and financial resources; and access to a large network of family, friends, and business contacts. Isagenix cannot and does not guarantee any particular level of earnings. Even Associates who dedicate a significant amount of time, effort, and personal funds may not achieve a meaningful level of success. For average earnings, refer to IsagenixEarnings.com.

For additional resources on earning an income with Isagenix, visit IsagenixBusiness.com, and review the Key Facts About an Isagenix Membership on Page 55.



THE ISAGENIX TEAM COMPENSATION PLAN AND PROMOTIONS

YOU SHARE, THEY SHARE, REPEAT™ SCRIPT

Intro:

(Name) Who are 2 people you know that would enjoy Isagenix products? (Let them answer)

The reason I ask is because Isagenix doesn't advertise through traditional channels and instead, rewards its members for finding new customers. So, when you help 2 people get started, you could earn up to CA\$495 right away. Are you a little curious to see how?

(Draw You Share, They Share as you talk them through)

(Name) as an example, if (friend 1) started on the Value Pak, you would earn a CA\$110 bonus. Let's assume, (friend 2) also gets started on the Value Pak, you would earn another CA\$110 bonus. The company is very generous and if we enroll 2 or more new customers in one week, Monday through Sunday, our product introduction bonuses can be doubled.

So assuming (friend 1) and (friend 2) get started and order the Value Pak in the same commission week, Isagenix will double the bonus to CA\$220 for (friend 1) and CA\$220 (friend 2). So you're now at a total of CA\$440 for sharing with 2 new customers. This is called, **You Share**. When you do this, you will advance to the level of Consultant and be eligible for an additional CA\$55 bonus. Now you're at a total of up to CA\$495 for getting these 2 new members started. How generous is that?!

(Name) would you agree, (friend 1) and (friend 2) would also want to earn that same CA\$495 bonus that you've earned? (Let them answer)

Great. So we're going to help (friend 1) and (friend 2) each enroll a couple of new customers who, we are going to assume, also get started on the Value Pak. This is called, **They Share**.

If you help (friend 1) share with their two customers, you would earn a CA\$111 bonus for doing so. Same thing goes for (friend 2), if she shares and gets 2 customers started, you would earn an additional CA\$111. That's an additional CA\$222 for helping (friend 1) and (friend 2) share with a couple of their friends. That's a grand total of CA\$717.

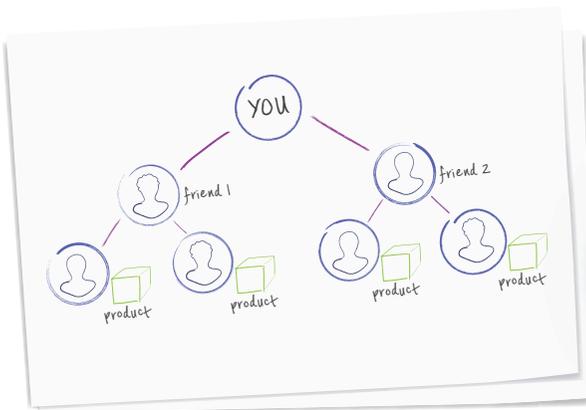
By doing this (name), you've almost covered the full price of your Value Pak! But it gets even better. When you do this within the first 60 days after becoming an associate, the company pays you an additional CA\$277, for a grand total of up to CA\$994.

(Name), how many members did you PERSONALLY get started on the products? (Let them answer)

And how many customers did they personally get started on the products? (Let them answer)

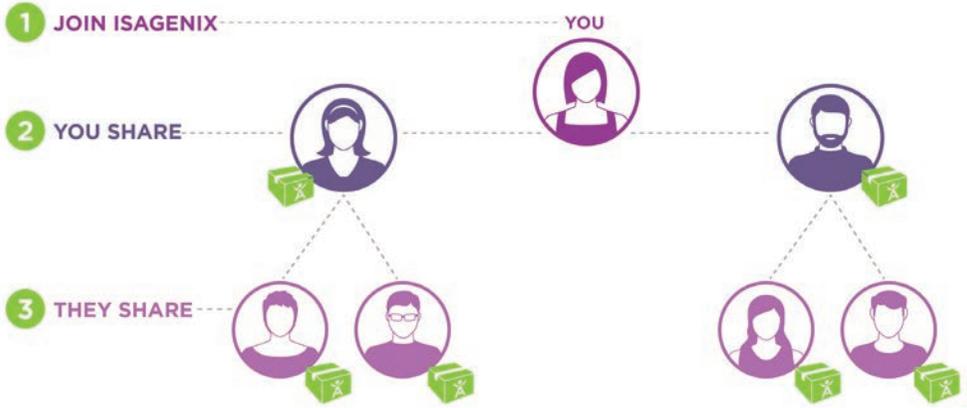
And you could have earned CA\$994. So you've earned enough to buy your Value Pak and pay for your products for the second month. How simple is that?

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. Please refer to the Isagenix Team Compensation Plan for details. Product Introduction Bonuses subject to change.



THE ISAGENIX TEAM COMPENSATION PLAN AND PROMOTIONS

PRACTICE YOU SHARE, THEY SHARE, REPEAT™



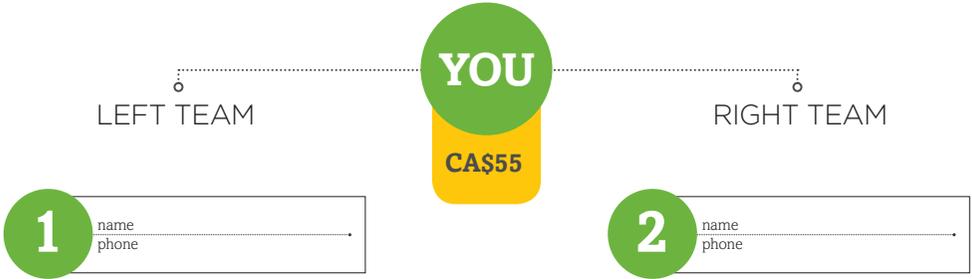
PRACTICE HERE

Your Consultant Plan

Here's your map to becoming a Consultant. Fill in your new team members' names. To become a Consultant, you need to personally develop one on the left and one on the right who each order 100 BV.

YOU SHARE

CA\$55 Consultant Advancement Bonus!



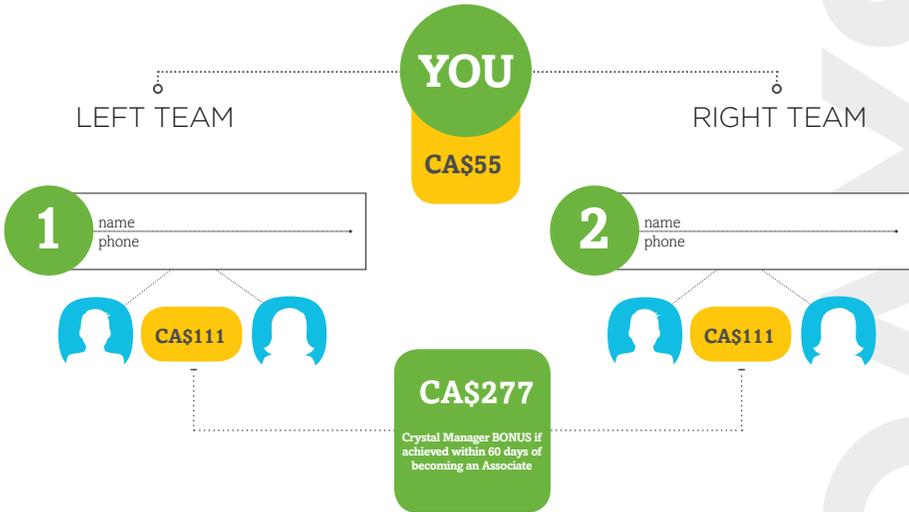
Your Crystal Manager Plan

GOAL DATE TO BE COMPLETED:

Here's your map to becoming a Crystal Manager. Fill in your new Team members' names. To become a Crystal Manager, you need to personally develop a total of 2 Associates and help them become Consultants* within your first 60 days of becoming an Associate.



- CA\$55 Consultant Advancement Bonus
 - + CA\$222 Consultant Development Bonus (\$100 each)
 - + CA\$277 Crystal Manager Bonus (achieve within 60 days)
- = **CA\$554 in Bonus Money!**
(Consultant to Crystal Manager)



* It does not matter what side you build your Consultants on. You can have both Consultants on one side.

Your Crystal Director Plan

GOAL DATE TO BE COMPLETED:

Here's your map to becoming a Crystal Director. Fill in your new team members' names. To become a Crystal Director, you need to personally develop a total of 6 Associates and help them become Consultants* within their first 120 days of becoming an Associate.



REPEAT 3 TIMES

- CA\$55 Consultant Advancement Bonus
- + CA\$666 Consultant Development Bonus (\$100 each)
- + CA\$277 Crystal Manager Bonus (achieve within 60 days)
- + CA\$832 Crystal Director Bonus (achieve within 120 days)

= **CA\$1,830*** in Bonus Money!
(Consultant to Crystal Director)



* It does not matter what side you build your Consultants on. You can have Consultants on either side. The US\$1,650/CA\$1,830 total bonus is possible if you achieve Crystal Manager within 60 days of becoming an Associate and if you achieve Crystal Director within 120 days of becoming an Associate. It is possible to achieve Crystal Director even if you do not achieve Crystal Manager, which would result in a total bonus of US\$1,400/CA\$1,553.

Your Crystal Executive Plan

GOAL DATE TO BE COMPLETED:

Here's your map to becoming a Crystal Executive. Fill in your new team members' names. To become a Crystal Executive you need to personally help 5 people join on each team leg (right and left) then help those 5 individuals become Consultants within 180 days of becoming an Associate. If you complete this within 180 days of becoming an Associate, you will achieve Executive status.



- CA\$55 Consultant Advancement Bonus
- CA\$277 Crystal Manager Bonus (achieve within 60 days)
- + CA\$832 Crystal Director Bonus (achieve within 120 days)
- + CA\$1,110 Crystal Executive Bonus (achieve within 180 days)
- + CA\$2,220 Consultant Development Bonus (\$100 each) (maximum 20)

= **CA\$4,494 in Bonus Money!**
(Consultant to Crystal Executive 180 days)



* Associates participating in the Crystal Challenge outside of their 180-day join date period do not qualify for the US\$1,000/CA\$1,110 Crystal Executive Bonus. 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.

ACTION

THE TIME FOR **ACTION** IS NOW

ACHIEVE YOUR VISION

Everything you've already accomplished in this workbook determines the daily actions you will take over the next few months.

Stay committed. Stay excited.
Stay clear on your vision!

It's up to you to make your vision a reality.



ACTION



“You cannot think your way to confidence, you must act your way to confidence.”

- Erik Coover



PLAN YOUR WORK, WORK YOUR PLAN

The three changes I'm making to start achieving my goals: (from Pages 2 & 3)

1. _____
2. _____
3. _____

Top three goals for the next 90 days:

1. _____
2. _____
3. _____

What is your current rank?

What is the overall goal (rank) you want to achieve at the end of this 90-Day Action Plan?

COMMIT AND NEVER QUIT

I will spend _____ hours per week/day building my business over the next 90 days.

I will share Isagenix with _____ people per week.

To reach my goals, I will:

- Help _____ new Members get started by (date) _____.
- Personally develop leaders on my team:
 - _____ Consultants
 - _____ Managers
 - _____ Directors
 - _____ Executives
 by (date) _____.
- Improve retention of my existing Members by helping _____ people complete an IsaBody Challenge® and _____ people complete the Healthy Mind and Body program.
- Have an average order basket of _____ BV per Customer.

Signature: _____

Take a picture of this page and send it to your Support Team to stay accountable.

“Some people dream of success – others make it happen.”



PLAN YOUR WORK, WORK YOUR PLAN

Are you a full- or part-time business builder? Either way, set your schedule and be intentional with your time.

- How many hours a week will you dedicate to your business?
- What time is off-limits for personal or family time?

TWO TIPS TO SUPERCHARGE YOUR SCHEDULE

1. Schedule a power hour to complete the following:

- Complete your Healthy Mind and Body activity.
- Add 3 new people to your contact list.
- Send 5 text messages to people from your contact list.
- Schedule 2 follow-up appointments for next week.
- Invite 3 people to an in-home party, event, or training call.
- Post a well-crafted image or video on social media to create interest.

2. Schedule 15 minutes of focus to accomplish these tasks:

- Send 5 text messages.
- Make 1 follow-up call.
- Schedule a 3-way call.
- Post a quick image or video on social media to create interest.

“Twenty years of experience in this profession has taught me the key components for success: time management and the importance of staying focused on income-producing activities.” - Kathy Coover



EXAMPLE WEEK

Daily Activities	WEEKLY GOAL	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	WEEKLY TOTAL
Healthy Mind and Body daily entry	7	1	1	0	2	1	2	0	7
Enroll new team members in the IsaBody Challenge	10	2	0	1	4	3	5	0	15
Initial Contacts	21	5	2	5	4	7	0	2	25
Appointments or Presentations / Launch Parties	14	2	2	2	2	2	1	-	11
Follow-Ups (text messages/phone calls)	14	2	1	0	3	2	2	-	10
3-Way Calls	7	1	2	1	1	1	1	-	7
Referrals	7	1	1	1	0	2	1	-	6
New Contacts Added to List	21	3	2	2	4	3	1	2	17
Hours of Business and/or Product Training	14:00 hrs	2 hrs	2 hrs	2 hrs	2 hrs	2 hrs	2 hrs	2 hrs	14 hrs
Hours of Personal Development	30 Min./day	30 Min	30 Min	30 Min	30 Min	30 Min	30 min	-	3 hrs
Social Media Posts	3	1		1		1			3
Customer Appreciation / Team Member Recognition	5	1		1		1	2		5
Other: _____									
New Members (Enrollments)	5	1		1		1	2		5
Team Rank Advancements	6	2	1	1	1	1			6
Focus/Goal for the Week:	<i>Stay committed to the IsaBody Challenge</i>								
Gratitude for the Week:	<i>My children</i>								
Takeaways/Lessons Learned This Week:	<i>In helping others, I help myself.</i>								

WEEK 1

Daily Activities	WEEKLY GOAL	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	WEEKLY TOTAL
Healthy Mind and Body daily entry									
Enroll new team members in the IsaBody Challenge									
Initial Contacts									
Appointments or Presentations / Launch Parties									
Follow-Ups (text messages/phone calls)									
3-Way Calls									
Referrals									
New Contacts Added to List									
Hours of Business and/or Product Training									
Hours of Personal Development									
Social Media Posts									
Customer Appreciation / Team Member Recognition									
Other: _____									
New Members (Enrollments)									
Team Rank Advancements									
Focus/Goal for the Week:									
Gratitude for the Week:									
Takeaways/Lessons Learned This Week:									

WEEK 2

Daily Activities	WEEKLY GOAL	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	WEEKLY TOTAL
Healthy Mind and Body daily entry									
Enroll new team members in the IsaBody Challenge									
Initial Contacts									
Appointments or Presentations / Launch Parties									
Follow-Ups (text messages/phone calls)									
3-Way Calls									
Referrals									
New Contacts Added to List									
Hours of Business and/or Product Training									
Hours of Personal Development									
Social Media Posts									
Customer Appreciation / Team Member Recognition									
Other: _____									
New Members (Enrollments)									
Team Rank Advancements									
Focus/Goal for the Week:									
Gratitude for the Week:									
Takeaways/Lessons Learned This Week:									

WEEK 3

Daily Activities	WEEKLY GOAL	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	WEEKLY TOTAL
Healthy Mind and Body daily entry									
Enroll new team members in the IsaBody Challenge									
Initial Contacts									
Appointments or Presentations / Launch Parties									
Follow-Ups (text messages/phone calls)									
3-Way Calls									
Referrals									
New Contacts Added to List									
Hours of Business and/or Product Training									
Hours of Personal Development									
Social Media Posts									
Customer Appreciation / Team Member Recognition									
Other: _____									
New Members (Enrollments)									
Team Rank Advancements									
Focus/Goal for the Week:									
Gratitude for the Week:									
Takeaways/Lessons Learned This Week:									

WEEK 4

Daily Activities	WEEKLY GOAL	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	WEEKLY TOTAL
Healthy Mind and Body daily entry									
Enroll new team members in the IsaBody Challenge									
Initial Contacts									
Appointments or Presentations / Launch Parties									
Follow-Ups (text messages/phone calls)									
3-Way Calls									
Referrals									
New Contacts Added to List									
Hours of Business and/or Product Training									
Hours of Personal Development									
Social Media Posts									
Customer Appreciation / Team Member Recognition									
Other: _____									
New Members (Enrollments)									
Team Rank Advancements									
Focus/Goal for the Week:									
Gratitude for the Week:									
Takeaways/Lessons Learned This Week:									

WEEK 5

Daily Activities	WEEKLY GOAL	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	WEEKLY TOTAL
Healthy Mind and Body daily entry									
Enroll new team members in the IsaBody Challenge									
Initial Contacts									
Appointments or Presentations / Launch Parties									
Follow-Ups (text messages/phone calls)									
3-Way Calls									
Referrals									
New Contacts Added to List									
Hours of Business and/or Product Training									
Hours of Personal Development									
Social Media Posts									
Customer Appreciation / Team Member Recognition									
Other: _____									
New Members (Enrollments)									
Team Rank Advancements									
Focus/Goal for the Week:									
Gratitude for the Week:									
Takeaways/Lessons Learned This Week:									

WEEK 6

Daily Activities	WEEKLY GOAL	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	WEEKLY TOTAL
Healthy Mind and Body daily entry									
Enroll new team members in the IsaBody Challenge									
Initial Contacts									
Appointments or Presentations / Launch Parties									
Follow-Ups (text messages/phone calls)									
3-Way Calls									
Referrals									
New Contacts Added to List									
Hours of Business and/or Product Training									
Hours of Personal Development									
Social Media Posts									
Customer Appreciation / Team Member Recognition									
Other: _____									
New Members (Enrollments)									
Team Rank Advancements									
Focus/Goal for the Week:									
Gratitude for the Week:									
Takeaways/Lessons Learned This Week:									

WEEK 7

Daily Activities	WEEKLY GOAL	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	WEEKLY TOTAL
Healthy Mind and Body daily entry									
Enroll new team members in the IsaBody Challenge									
Initial Contacts									
Appointments or Presentations / Launch Parties									
Follow-Ups (text messages/phone calls)									
3-Way Calls									
Referrals									
New Contacts Added to List									
Hours of Business and/or Product Training									
Hours of Personal Development									
Social Media Posts									
Customer Appreciation / Team Member Recognition									
Other: _____									
New Members (Enrollments)									
Team Rank Advancements									
Focus/Goal for the Week:									
Gratitude for the Week:									
Takeaways/Lessons Learned This Week:									

WEEK 8

Daily Activities	WEEKLY GOAL	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	WEEKLY TOTAL
Healthy Mind and Body daily entry									
Enroll new team members in the IsaBody Challenge									
Initial Contacts									
Appointments or Presentations / Launch Parties									
Follow-Ups (text messages/phone calls)									
3-Way Calls									
Referrals									
New Contacts Added to List									
Hours of Business and/or Product Training									
Hours of Personal Development									
Social Media Posts									
Customer Appreciation / Team Member Recognition									
Other: _____									
New Members (Enrollments)									
Team Rank Advancements									
Focus/Goal for the Week:									
Gratitude for the Week:									
Takeaways/Lessons Learned This Week:									

WEEK 9

Daily Activities	WEEKLY GOAL	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	WEEKLY TOTAL
Healthy Mind and Body daily entry									
Enroll new team members in the IsaBody Challenge									
Initial Contacts									
Appointments or Presentations / Launch Parties									
Follow-Ups (text messages/phone calls)									
3-Way Calls									
Referrals									
New Contacts Added to List									
Hours of Business and/or Product Training									
Hours of Personal Development									
Social Media Posts									
Customer Appreciation / Team Member Recognition									
Other: _____									
New Members (Enrollments)									
Team Rank Advancements									
Focus/Goal for the Week:									
Gratitude for the Week:									
Takeaways/Lessons Learned This Week:									

WEEK 10

Daily Activities	WEEKLY GOAL	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	WEEKLY TOTAL
Healthy Mind and Body daily entry									
Enroll new team members in the IsaBody Challenge									
Initial Contacts									
Appointments or Presentations / Launch Parties									
Follow-Ups (text messages/phone calls)									
3-Way Calls									
Referrals									
New Contacts Added to List									
Hours of Business and/or Product Training									
Hours of Personal Development									
Social Media Posts									
Customer Appreciation / Team Member Recognition									
Other: _____									
New Members (Enrollments)									
Team Rank Advancements									
Focus/Goal for the Week:									
Gratitude for the Week:									
Takeaways/Lessons Learned This Week:									

WEEK 11

Daily Activities	WEEKLY GOAL	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	WEEKLY TOTAL
Healthy Mind and Body daily entry									
Enroll new team members in the IsaBody Challenge									
Initial Contacts									
Appointments or Presentations / Launch Parties									
Follow-Ups (text messages/phone calls)									
3-Way Calls									
Referrals									
New Contacts Added to List									
Hours of Business and/or Product Training									
Hours of Personal Development									
Social Media Posts									
Customer Appreciation / Team Member Recognition									
Other: _____									
New Members (Enrollments)									
Team Rank Advancements									
Focus/Goal for the Week:									
Gratitude for the Week:									
Takeaways/Lessons Learned This Week:									

WEEK 12

Daily Activities	WEEKLY GOAL	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	WEEKLY TOTAL
Healthy Mind and Body daily entry									
Enroll new team members in the IsaBody Challenge									
Initial Contacts									
Appointments or Presentations / Launch Parties									
Follow-Ups (text messages/phone calls)									
3-Way Calls									
Referrals									
New Contacts Added to List									
Hours of Business and/or Product Training									
Hours of Personal Development									
Social Media Posts									
Customer Appreciation / Team Member Recognition									
Other: _____									
New Members (Enrollments)									
Team Rank Advancements									
Focus/Goal for the Week:									
Gratitude for the Week:									
Takeaways/Lessons Learned This Week:									

WEEK 13

Daily Activities	WEEKLY GOAL	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	WEEKLY TOTAL
Healthy Mind and Body daily entry									
Enroll new team members in the IsaBody Challenge									
Initial Contacts									
Appointments or Presentations / Launch Parties									
Follow-Ups (text messages/phone calls)									
3-Way Calls									
Referrals									
New Contacts Added to List									
Hours of Business and/or Product Training									
Hours of Personal Development									
Social Media Posts									
Customer Appreciation / Team Member Recognition									
Other: _____									
New Members (Enrollments)									
Team Rank Advancements									
Focus/Goal for the Week:									
Gratitude for the Week:									
Takeaways/Lessons Learned This Week:									

ACTION

ATTEND ISAGENIX CORE 4 EVENTS

The Isagenix Core 4 Events™ are the four most anticipated corporate-hosted events of the year. Each event offers unique training designed to give you the information you need to build belief in Isagenix Solutions, direct sales, and yourself and to experience the incredible culture.

Write **YES** on each line for the events you will commit to:

- _____ **New Year Kick Off** - NYKO features business training from top leaders, 90-Day Action Plan development, recognition, and new tools and products.
- _____ **Global Celebration** - The annual flagship event is sure to leave you pumped and motivated to start or propel your Isagenix business and help you break through to incredible, new heights.
- _____ **Isagenix University** - IsaU is your opportunity to experience the culture in a more personal conference setting. Learn about the no-compromise products and strategies to help grow your business.
- _____ **University in Action** - Isagenix Strategic Training Consultants like David T.S. Wood help you establish the mindset and skills to become a professional network marketer at UIA. Experience hands-on training from the masters on how to build a successful team.

2018 ISAGENIX EVENTS LINEUP

ISAGENIX UNIVERSITY

PHILADELPHIA, PA - APRIL 26-28
CHICAGO, IL - SEPTEMBER 20-22
CALGARY, AB - OCTOBER 18-20
OTTAWA, ON - OCTOBER 25-27

UNIVERSITY IN ACTION

DALLAS, TX - MAY 18-20
VANCOUVER, WA - OCTOBER 12-14

GLOBAL CELEBRATION

NASHVILLE, TN - AUGUST 5-7

Download the Isagenix Events app, available now on the App Store and Google Play, or go to IsagenixEvents.com for more information and to register.



“Our leaders have found that the more people they have at Celebration, the faster their businesses tend to grow and the more lives they powerfully and positively impact.” – Susan Sly

IMPORTANT MESSAGE FROM COMPLIANCE

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

During your time with Isagenix, you are likely to hear various testimonials as well as certain statements or references to extraordinary product experiences, weight loss results, and Independent Associate earnings. We want to celebrate and recognize each person's individual successes and results, whatever they may be, but we want to avoid creating unreasonable expectations concerning the success you or others may experience. We also want you to have accurate information to make informed decisions about using the products and participating in the income opportunity.

We recommend that you carefully review and become familiar with the following information, which is designed to clarify and qualify the claims about products and earnings. We also encourage you to review and become familiar with the Key Facts About an Isagenix Membership found in this workbook and online at IsagenixEarnings.com. If you have any questions, contact the Isagenix Compliance team at Compliance@IsagenixCorp.com or call 877-877-8111.

BUSINESS OPPORTUNITY & EARNINGS CLAIMS

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

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

PRODUCT AND WEIGHT LOSS CLAIMS

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

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

INTEGRITY
COUNT ON ME

POWERFUL PROGRAMS



THE ISABODY CHALLENGE

A 16-week total-body transformation challenge open to all Members. Because we believe that transformations are for everybody, we award all those who successfully complete their IsaBody Challenge® with a coupon for USD/CAD\$200 in Isagenix products, a certificate of completion, an IsaBody T-shirt, and an entry into the drawing for the IsaBody Escape. The best part? Everyone who completes the IsaBody Challenge also has the chance to win their share of over USD/CAD \$1 million in cash, prizes, and trips!

Register in your Back Office and check out the details on IsaBodyChallenge.com.



HEALTHY MIND AND BODY

An intelligent accountability system, custom designed for Isagenix, to help you accomplish any and all health goals, fitness goals, and energy goals that have been outside of your reach. The best part? It pays for itself. Complete the Healthy Mind and Body program in 90 days or less and receive a \$45 product coupon!

Learn more at HealthyMindAndBody.com.

START

START

A passionate, growing team of young people ages 18-35 who strive to lead extraordinary lives and help others do the same. Join the community, and learn how to take ownership of your life, your health, your dreams, and your contributions.

Learn more at STARTYourLife.com.

KEY FACTS ABOUT AN ISAGENIX MEMBERSHIP

<p>MEMBERSHIP TYPES</p>	<p>ISAGENIX HAS TWO MEMBERSHIP TYPES: (1) CUSTOMERS AND (2) ASSOCIATES:</p> <ul style="list-style-type: none"> • Customers and Preferred Customers can purchase Isagenix products at reduced prices for their own or household use but cannot resell Isagenix products or participate in the Isagenix Team Compensation Plan or other business promotions. • Associates can purchase Isagenix products at reduced prices for their own or household use; they also have the opportunity to earn money by selling Isagenix products to Retail Customers and from purchases made by Personally Enrolled Members, which include both Customers and Associates. <p>A majority of Isagenix Members join Isagenix primarily to purchase Isagenix products at a discount. As a result, approximately 80% of Isagenix Members in Canada did not receive any earnings from Isagenix in 2016.</p>
<p>CUSTOMER BENEFITS</p>	<p>CUSTOMERS ENJOY THE BENEFITS OF OUR NO-COMPROMISE, SCIENCE-BASED PRODUCTS. CUSTOMERS HAVE THE OPTION TO CHOOSE:</p> <ul style="list-style-type: none"> • Basic membership: Fast, simple, free sign-up offering discounted prices on Isagenix products. • Preferred membership: Fast, simple sign-up offering additional discounts on Isagenix products for an annual membership fee of \$39 (\$29 if on Autoship program). • Autoship program: Optional program offering convenience and eligibility for Customer Loyalty Rewards. <p>Customers are not eligible to participate in the Compensation Plan. A Customer may update his or her status from Customer to Associate at any time within the first two years.</p>
<p>ASSOCIATE BENEFITS</p>	<p>ASSOCIATES ENJOY THE SAME BENEFITS AS CUSTOMERS, WITH THE ADDITIONAL BENEFIT OF HAVING THE OPPORTUNITY TO PARTICIPATE IN THE ISAGENIX COMPENSATION PLAN AND OTHER PROMOTIONS.</p> <p>PURSUING THE INCOME OPPORTUNITY:</p> <ul style="list-style-type: none"> • Does not require a significant investment in inventory, sales tools, or other materials, and you can set your own hours and workplace. • May be rewarding, but like any worthwhile business venture, results vary widely depending on many factors, including your skill, effort, time, demographics, and even luck. • Does not offer “quick riches” or guarantees of success. Building any long-term business is challenging, and relatively few achieve significant long-term financial success.
<p>HOW CAN ASSOCIATES EARN MONEY?</p>	<p>ASSOCIATES MAY EARN MONEY IN SEVERAL DIFFERENT WAYS:</p> <ul style="list-style-type: none"> • Retail profits (from in-person sales to Retail Customers) • Retail direct profits (from online sales through approved websites) • Product Introduction Bonuses (based on qualifying sales to new Members) • Team Bonuses, known as Cycles (based on recurring sales to Customers and other Associates) • Executive Matching Team Bonuses (as described in the Isagenix Compensation Plan) • Special incentives and other promotions (including Rank Advancement Bonuses) <p>Associates cannot earn money simply for recruiting or sponsoring new Members. For more details, refer to the Isagenix Compensation Plan.</p>
<p>HOW MUCH MONEY CAN AN ASSOCIATE REASONABLY EXPECT TO EARN?</p>	<p>IN 2016, APPROXIMATELY 14,500 CANADIAN ASSOCIATES (APPROXIMATELY 20% OF CANADIAN MEMBERS) ENROLLED AT LEAST ONE PERSON AND EARNED SOME COMPENSATION. OF THESE ASSOCIATES (EXCLUDING ANY RETAIL PROFIT):</p> <ul style="list-style-type: none"> • 50% (about 7,250) made more than \$269, and the other half made less. (Top 50% median=\$905; top 50% average=\$5,297.) • 10% (about 1,450) made more than \$2,960. (Top 10% median=\$6,963; top 10% average=\$22,770.) • 1% (about 145) made more than \$37,374. (Top 1% median=\$75,800; top 1% average=\$145,800.) • As of Dec. 31, 2016, there were 209 Isagenix Millionaires globally (Associates who exceeded \$1 million in cumulative gross earnings since joining Isagenix, with 41 of those millionaires being Canadian Associates). Those in this Canadian group averaged approximately 7.4 years as an Isagenix Associate before becoming an Isagenix Millionaire, with the longest being almost 13 years. <p>Earning representations reflect gross amounts that do not include any business expenses associated with pursuing the opportunity. Associates are responsible for their own business expenses, and these expenses will vary greatly.</p>
<p>WHAT IS THE BUYBACK POLICY?</p>	<p>In addition to the product satisfaction guarantee that is available to all Associates and Customers, Isagenix will buy back any currently marketable inventory purchased within the previous 12 months by Associates who decide to cancel their Isagenix membership. For more details, see the Isagenix Return and Refund Policy and the Isagenix Buyback Policy.</p>



HAPPY 2018 WITH ISAGENIX



There is so much to look forward to this year, and we are off to an incredible start with new product innovations, exciting promotions and incentives, and YOU – our competitive advantage.

We are looking forward to a year of partnership, support, and success.

JORY RUSSELL

General Manager of Canada

JUMP-START 2018 WITH TRAINING CALLS

Learn effective tactics and strategies to grow your business from leaders just like you!

MONDAYS

8 p.m. ET: Step Up to Consultant (Associates seeking to advance to Consultant)

9 p.m. ET: Step Up to Manager (Consultants seeking to advance to Manager)

StepUpZoom.com

TUESDAYS

8 p.m. ET: Step Up to Director (Managers seeking to advance to Director)

9 p.m. ET: Step Up to Executive (Directors seeking to advance to Executive)

StepUpZoom.com

WEDNESDAYS

8 p.m. ET: Experience Isagenix Presentation

Invite guests to this call so they can learn about who we are, what we do, and how Isagenix can help transform their lives.

IsagenixZoom.com

THURSDAYS

Starts Feb. 1, 2018, at 8 p.m. ET: Step Up to 2-Star

Learn how to achieve, maintain, and grow your business to 2-Star and beyond!

StepUpZoom.com

Visit IsaFYI.com/Calls for more information.

NEW MEMBER CHECKLIST

Name

Name

Order Date

Order Date

Enrolled on Autoship Autoship Run Date

Schedule a Welcome Call Date: Time:

Send a Welcome Email (be sure this includes links to all of the Isagenix sites and your team sites)

Example:

"Welcome (name)! I'm so excited for our call scheduled for (day) at (time). I'm looking forward to working with you to help you achieve your goals."

Invite them to any of your/your team's social media pages

Direct them to visit WelcomeToIsagenix.com

Familiarize them with IsaMovie.com

Familiarize them with IsaProduct.com

Have them register for the [IsaBody Challenge®](http://IsaBodyChallenge.com) (IsaBodyChallenge.com)

Take their IsaBody "before" photos and measurements

Set them up on the IsaLife app (download from Google Play or the App Store)

Walk them through getting started on their personal product plan

Have them commit to the [Healthy Mind and Body](http://HealthyMindandBody.com) program (HealthyMindandBody.com)

Product goals:

Weight Wellness Current Weight: Goal:

Energy

Performance

Healthy Aging

What is your driving reason to achieve this goal?

What will your life look and feel like when you reach this goal?

Isagenix goals:

Customer (Product user only)

Casual sharer (Do you want to earn Product Introduction Rewards or commissions?)

Business builder (Earn commissions as an Associate)

Income Goal: \$..... per month

Customer - Would you be a little curious to know how to get some of your products paid for?

Casual sharer/business builder - Review the [Isagenix Compensation Plan](http://IsagenixCompensationPlan.com) at IsagenixBusiness.com

CASUAL SHARER/BUSINESS BUILDER

QUALIFYING QUESTIONS

Within the enrollment process, you will ask them if they are interested in learning how they could get paid for sharing Isagenix products with others. Let your new Member know that in order to set them up for success, you're going to ask them some additional questions, which are listed below. As you ask these questions, dig deeper into each question to learn more about them, their goals, and their reasons for wanting change in their life.

1. What do you do for a living now? Do you enjoy your work?
2. What would your ideal life look like if you could design it?
3. How much money do you think you'll need to achieve that ideal life?
4. How much time do you have per week to achieve those goals?
5. On a scale of 1 to 10, how committed are you to achieving your goals?

I want to help you achieve your goals; taking focused action quickly is the best way to start.

So, will you write down the names of the top 10 people who you think might be interested in doing this with you and get them to me by tomorrow? Think of people who have a burning desire to live a life of their dreams or people who are dissatisfied with their health or financial wellness situation - people who have to have the life of their dreams!

Work with your new Member to create the list of their top 10 people they think may be interested in doing this with them.

LET'S DO THIS TOGETHER

TOP 10 PEOPLE

1.
2.
3.
4.
5.
6.
7.
8.
9.
10.

What attracted you to direct sales/referral marketing?

Who do you know in direct sales/referral marketing?

Who do you know who lives internationally?

What are your financial goals for the next:

30 days

60 days

90 days

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

List several places where you interact with people in your daily life (gym, shopping, social events, work, etc.)

LEARNING WHILE YOU'RE BUILDING

Next Core 4 Event you're committed to attending:

NYKO (date) Global Celebration (date)

Other: (date)

IsaU (date) UIA (date)

I will complete the 90-Day Action Plan training by: (date)



Peak Performers



CANADA | 2018

PARADISE IS YOUR PRIZE

WE'RE JETTING OFF TO THE CRYSTAL BLUE WATERS AND STUNNING BEACHES OF **LOS CABOS, MEXICO**, TO CELEBRATE YOUR EXCEPTIONAL ACHIEVEMENTS.

JOIN YOUR FELLOW CANADIAN PEAK PERFORMERS FROM **NOV. 29-DEC. 2, 2018, AT THE PRISTINE HILTON LOS CABOS BEACH & GOLF RESORT** TO REWARD YOURSELF WITH EXCEPTIONAL TRAINING, DEEP RELAXATION, AND FUN IN THE SUN.

VISIT CA.ISAGENIXEVENTS.COM FOR INFORMATION ON HOW TO QUALIFY!





CANADA EXECUTIVE SUMMIT



NOV. 1-3, 2018

A CANADIAN EXCLUSIVE EVENT

NEW EXECUTIVES WILL TRAIN WITH THE BEST

Earn two seats for the Canada Executive Summit at the sunny Isagenix World Headquarters **NOV. 1-3, 2018!**

WHAT IS THE CANADA EXECUTIVE SUMMIT?

GET AWAY FROM THE COLD! JOIN THE RANKS OF OTHER LEADING EXECUTIVES AND LEARN HOW TO HELP TAKE YOUR BUSINESS TO NEW HEIGHTS.

- > Exclusive training from the Isagenix executive team and leaders on fully participating in Leadership Pools, developing leaders within your team, managing time, and more!
- > Round-trip airfare* for 2 qualified guests** (not to exceed a combined total of US\$1,200)
- > 3-night accommodations at a designated hotel
- > A tour of Isagenix World Headquarters
- > A truly one-of-a-kind experience

HOW TO QUALIFY

The Canada Executive Summit is open to qualifying Canadian Associates who:

- > Rank advance to Executive or Crystal Executive for the first time from Sept. 1, 2017, through Aug. 30, 2018,

AND

- > Are a Paid-As Executive for a minimum of 3 weeks during the qualification period.

**Up to US\$600 per qualified guest. Flights must be in economy class. Qualified guests are responsible for all incidentals and upgrades and all other expenses, including any airfare expenses exceeding US\$600 (\$1,200 for 2 qualified guests). Airfare costs below US\$600/\$1,200 will not be reimbursed.*

***Qualified guests are either (a) the two partners listed in the recognition name for a Business Center achieving the rank of Executive for the first time, OR (b) the primary Business Center owner and his/her domestic partner/spouse.*

PUSH FOR EXECUTIVE OR CRYSTAL EXECUTIVE

EXECUTIVE PERKS:***

- > 10 percent Team Matching Bonus
- > Opportunities in the Executive Leadership Pool
- > The eligibility for a 40-Cycle Bonus of CA\$3,330!

CRYSTAL EXECUTIVES PERKS:***

- > Crystal Executive bonus of CA\$1,110
- > The eligibility to join the Crystal Executive League

****See the Isagenix Team Compensation Plan for additional details.*

Isagenix reserves the right to audit, adjust, or deny any volume, compensation, recognition, or other incentives awarded during or as a result of this promotion to ensure the spirit of the promotion is achieved. Qualifications are subject to change by Isagenix at any time without prior notice. The value of nonmonetary awards such as travel and accommodations may be reported as taxable income. Incentives cannot be transferred, assigned or redeemed for cash except at Isagenix's discretion. You must maintain active Isagenix Independent Associate status and be in good standing at the time of the Summit in order to receive the incentives, i.e., entrance, airfare, and hotel accommodations. If you fail to do so, you forfeit all rights under this promotion. Will receive no consideration or payments, and, if applicable, you agree to reimburse Isagenix the price of airfare. If you are unable to attend due to an unforeseen medical emergency or condition, Isagenix may, at its discretion, hold the award for another time. Qualified guests are responsible for all travel documents (such as passport and/or visa) required for international travel. Qualified guests will be responsible for their travel plans, including selecting the airline carrier and times and dates of flights.

MARCH

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
25	26	27	28
4 <input type="checkbox"/>	5 <input type="checkbox"/>	6 <input type="checkbox"/>	7 <input type="checkbox"/>
11 <input type="checkbox"/>	12 <input type="checkbox"/>	13 <input type="checkbox"/>	14 <input type="checkbox"/>
18 <input type="checkbox"/>	19 <input type="checkbox"/>	20 <input type="checkbox"/>	21 <input type="checkbox"/>
25 <input type="checkbox"/>	26 <input type="checkbox"/>	27 <input type="checkbox"/>	28 <input type="checkbox"/>
1	2	3	4

2018

THURSDAY	FRIDAY	SATURDAY	NOTES
1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	<input type="checkbox"/> REMINDER: Check off each day you successfully complete your Income-Producing Activities.
8 <input type="checkbox"/>	9 <input type="checkbox"/>	10 <input type="checkbox"/>	
15 <input type="checkbox"/>	16 <input type="checkbox"/>	17 <input type="checkbox"/> St. Patrick's Day	
22 <input type="checkbox"/>	23 <input type="checkbox"/>	24 <input type="checkbox"/>	
29 <input type="checkbox"/>	30 <input type="checkbox"/> Good Friday	31 <input type="checkbox"/>	
5	6	7	

APRIL

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
1 <input type="checkbox"/>	2 <input type="checkbox"/> Easter Monday	3 <input type="checkbox"/>	4 <input type="checkbox"/>
8 <input type="checkbox"/>	9 <input type="checkbox"/>	10 <input type="checkbox"/>	11 <input type="checkbox"/>
15 <input type="checkbox"/>	16 <input type="checkbox"/>	17 <input type="checkbox"/>	18 <input type="checkbox"/>
22 <input type="checkbox"/>	23 <input type="checkbox"/>	24 <input type="checkbox"/>	25 <input type="checkbox"/>
29 <input type="checkbox"/>	30 <input type="checkbox"/>	1	2
6	7	8	9

2018

THURSDAY	FRIDAY	SATURDAY	NOTES
5 <input type="checkbox"/>	6 <input type="checkbox"/>	7 <input type="checkbox"/>	<input type="checkbox"/> REMINDER: Check off each day you successfully complete your Income-Producing Activities.
12 <input type="checkbox"/>	13 <input type="checkbox"/>	14 <input type="checkbox"/>	
19 <input type="checkbox"/>	20 <input type="checkbox"/>	21 <input type="checkbox"/>	
26 <input type="checkbox"/>	27 <input type="checkbox"/>	28 <input type="checkbox"/>	
3	4	5	
10	11	12	

MAY

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
29	30	1 <input type="checkbox"/>	2 <input type="checkbox"/>
6 <input type="checkbox"/>	7 <input type="checkbox"/>	8 <input type="checkbox"/>	9 <input type="checkbox"/>
13 <input type="checkbox"/> Mother's Day	14 <input type="checkbox"/>	15 <input type="checkbox"/>	16 <input type="checkbox"/>
20 <input type="checkbox"/>	21 <input type="checkbox"/> Victoria Day	22 <input type="checkbox"/>	23 <input type="checkbox"/>
27 <input type="checkbox"/>	28 <input type="checkbox"/>	29 <input type="checkbox"/>	30 <input type="checkbox"/>
3	4	5	6

2018

THURSDAY	FRIDAY	SATURDAY	NOTES
3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>	<input type="checkbox"/> REMINDER: Check off each day you successfully complete your Income-Producing Activities.
10 <input type="checkbox"/>	11 <input type="checkbox"/>	12 <input type="checkbox"/>	
17 <input type="checkbox"/>	18 <input type="checkbox"/>	19 <input type="checkbox"/>	
24 <input type="checkbox"/>	25 <input type="checkbox"/>	26 <input type="checkbox"/>	
31 <input type="checkbox"/>	1	2	
7	8	9	

JUNE

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
27	28	29	30
3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>	6 <input type="checkbox"/>
10 <input type="checkbox"/>	11 <input type="checkbox"/>	12 <input type="checkbox"/>	13 <input type="checkbox"/>
17 <input type="checkbox"/> Father's Day	18 <input type="checkbox"/>	19 <input type="checkbox"/>	20 <input type="checkbox"/>
24 <input type="checkbox"/> St. Jean Baptiste Day	25 <input type="checkbox"/>	26 <input type="checkbox"/>	27 <input type="checkbox"/>
1 <input type="checkbox"/> Canada Day	2	3	4

2018

THURSDAY	FRIDAY	SATURDAY	NOTES
31	1 <input type="checkbox"/>	2 <input type="checkbox"/>	<input type="checkbox"/> REMINDER: Check off each day you successfully complete your Income-Producing Activities.
7 <input type="checkbox"/>	8 <input type="checkbox"/>	9 <input type="checkbox"/>	
14 <input type="checkbox"/>	15 <input type="checkbox"/>	16 <input type="checkbox"/>	
21 <input type="checkbox"/> Aboriginal Day	22 <input type="checkbox"/>	23 <input type="checkbox"/>	
28 <input type="checkbox"/>	29 <input type="checkbox"/>	30 <input type="checkbox"/>	
5	6	7	

JULY

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
1 <i>Canada Day</i>	2	3	4
8	9	10	11
15	16	17	18
22	23	24	25
29	30	31	1
5	6	7	8

2018

THURSDAY	FRIDAY	SATURDAY	NOTES
5 <input type="checkbox"/>	6 <input type="checkbox"/>	7 <input type="checkbox"/>	<input type="checkbox"/> REMINDER: Check off each day you successfully complete your Income-Producing Activities.
12 <input type="checkbox"/>	13 <input type="checkbox"/>	14 <input type="checkbox"/>	
19 <input type="checkbox"/>	20 <input type="checkbox"/>	21 <input type="checkbox"/>	
26 <input type="checkbox"/>	27 <input type="checkbox"/>	28 <input type="checkbox"/>	
2	3	4	
9	10	11	

AUGUST

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
29	30	31	1 <input type="checkbox"/>
5 <input type="checkbox"/>	6 <input type="checkbox"/> Civic Holiday	7 <input type="checkbox"/>	8 <input type="checkbox"/>
Global Celebration 2018			
12 <input type="checkbox"/>	13 <input type="checkbox"/>	14 <input type="checkbox"/>	15 <input type="checkbox"/>
19 <input type="checkbox"/>	20 <input type="checkbox"/>	21 <input type="checkbox"/>	22 <input type="checkbox"/>
26 <input type="checkbox"/>	27 <input type="checkbox"/>	28 <input type="checkbox"/>	29 <input type="checkbox"/>
2	3	4	5

2018

THURSDAY	FRIDAY	SATURDAY	NOTES
2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	<input type="checkbox"/> REMINDER: Check off each day you successfully complete your Income-Producing Activities.
9 <input type="checkbox"/>	10 <input type="checkbox"/>	11 <input type="checkbox"/>	
16 <input type="checkbox"/>	17 <input type="checkbox"/>	18 <input type="checkbox"/>	
23 <input type="checkbox"/>	24 <input type="checkbox"/>	25 <input type="checkbox"/>	
30 <input type="checkbox"/>	31 <input type="checkbox"/>	1	
6	7	8	

SEPTEMBER

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
26	27	28	29
2 <input type="checkbox"/>	3 <input type="checkbox"/> Labor Day	4 <input type="checkbox"/>	5 <input type="checkbox"/>
9 <input type="checkbox"/>	10 <input type="checkbox"/>	11 <input type="checkbox"/>	12 <input type="checkbox"/>
16 <input type="checkbox"/>	17 <input type="checkbox"/>	18 <input type="checkbox"/>	19 <input type="checkbox"/>
23 <input type="checkbox"/>	24 <input type="checkbox"/>	25 <input type="checkbox"/>	26 <input type="checkbox"/>
30 <input type="checkbox"/>	1	2	3

2018

THURSDAY	FRIDAY	SATURDAY	NOTES
30	31	1 <input type="checkbox"/>	<input type="checkbox"/> REMINDER: Check off each day you successfully complete your Income-Producing Activities.
6 <input type="checkbox"/>	7 <input type="checkbox"/>	8 <input type="checkbox"/>	
13 <input type="checkbox"/>	14 <input type="checkbox"/>	15 <input type="checkbox"/>	
20 <input type="checkbox"/>	21 <input type="checkbox"/>	22 <input type="checkbox"/>	
27 <input type="checkbox"/>	28 <input type="checkbox"/>	29 <input type="checkbox"/>	
4	5	6	

OCTOBER

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
30	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>
7 <input type="checkbox"/>	8 <input type="checkbox"/> Thanksgiving	9 <input type="checkbox"/>	10 <input type="checkbox"/>
14 <input type="checkbox"/>	15 <input type="checkbox"/>	16 <input type="checkbox"/>	17 <input type="checkbox"/>
21 <input type="checkbox"/>	22 <input type="checkbox"/>	23 <input type="checkbox"/>	24 <input type="checkbox"/>
28 <input type="checkbox"/>	29 <input type="checkbox"/>	30 <input type="checkbox"/>	31 <input type="checkbox"/> Halloween
4	5	6	7

2018

THURSDAY	FRIDAY	SATURDAY	NOTES
4 <input type="checkbox"/>	5 <input type="checkbox"/>	6 <input type="checkbox"/>	<input type="checkbox"/> REMINDER: Check off each day you successfully complete your Income-Producing Activities.
11 <input type="checkbox"/>	12 <input type="checkbox"/>	13 <input type="checkbox"/>	
18 <input type="checkbox"/>	19 <input type="checkbox"/>	20 <input type="checkbox"/>	
Isagenix University/IsaU Calgary			
25 <input type="checkbox"/>	26 <input type="checkbox"/>	27 <input type="checkbox"/>	
Isagenix University/IsaU Ottawa			
1	2	3	
8	9	10	

NOVEMBER

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
28	29	30	31
4 <input type="checkbox"/>	5 <input type="checkbox"/>	6 <input type="checkbox"/>	7 <input type="checkbox"/>
11 <input type="checkbox"/> Remembrance Day	12 <input type="checkbox"/>	13 <input type="checkbox"/>	14 <input type="checkbox"/>
18 <input type="checkbox"/>	19 <input type="checkbox"/>	20 <input type="checkbox"/>	21 <input type="checkbox"/>
25 <input type="checkbox"/>	26 <input type="checkbox"/>	27 <input type="checkbox"/>	28 <input type="checkbox"/>
2	3	4	5

2018

THURSDAY	FRIDAY	SATURDAY	NOTES
1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	<input type="checkbox"/> REMINDER: Check off each day you successfully complete your Income-Producing Activities.
8 <input type="checkbox"/>	9 <input type="checkbox"/>	10 <input type="checkbox"/>	
15 <input type="checkbox"/>	16 <input type="checkbox"/>	17 <input type="checkbox"/>	
22 <input type="checkbox"/>	23 <input type="checkbox"/>	24 <input type="checkbox"/>	
29 <input type="checkbox"/>	30 <input type="checkbox"/>	1	
6	7	8	

DECEMBER

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
25	26	27	28
2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
9 <input type="checkbox"/>	10 <input type="checkbox"/>	11 <input type="checkbox"/>	12 <input type="checkbox"/>
16 <input type="checkbox"/>	17 <input type="checkbox"/>	18 <input type="checkbox"/>	19 <input type="checkbox"/>
23 <input type="checkbox"/>	24 <input type="checkbox"/>	25 <input type="checkbox"/> Christmas Day	26 <input type="checkbox"/> Boxing Day
30 <input type="checkbox"/>	31 <input type="checkbox"/>	1 <input type="checkbox"/> New Year's Day	2

2018

THURSDAY	FRIDAY	SATURDAY	NOTES
29	30	1 <input type="checkbox"/>	<input type="checkbox"/> REMINDER: Check off each day you successfully complete your Income-Producing Activities.
6 <input type="checkbox"/>	7 <input type="checkbox"/>	8 <input type="checkbox"/>	
13 <input type="checkbox"/>	14 <input type="checkbox"/>	15 <input type="checkbox"/>	
20 <input type="checkbox"/>	21 <input type="checkbox"/>	22 <input type="checkbox"/>	
27 <input type="checkbox"/>	28 <input type="checkbox"/>	29 <input type="checkbox"/>	
3	4	5	

JANUARY

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
30	31	1 <input type="checkbox"/>	2 <input type="checkbox"/>
6 <input type="checkbox"/>	7 <input type="checkbox"/>	8 <input type="checkbox"/>	9 <input type="checkbox"/>
13 <input type="checkbox"/>	14 <input type="checkbox"/>	15 <input type="checkbox"/>	16 <input type="checkbox"/>
20 <input type="checkbox"/>	21 <input type="checkbox"/>	22 <input type="checkbox"/>	23 <input type="checkbox"/>
27 <input type="checkbox"/>	28 <input type="checkbox"/>	29 <input type="checkbox"/>	30 <input type="checkbox"/>
3	4	5	6

2019

THURSDAY	FRIDAY	SATURDAY	NOTES
3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>	<input type="checkbox"/> REMINDER: Check off each day you successfully complete your Income- Producing Activities.
10 <input type="checkbox"/>	11 <input type="checkbox"/>	12 <input type="checkbox"/>	
17 <input type="checkbox"/>	18 <input type="checkbox"/>	19 <input type="checkbox"/>	
24 <input type="checkbox"/>	25 <input type="checkbox"/>	26 <input type="checkbox"/>	
31 <input type="checkbox"/>	1	2	
7	8	9	

FEBRUARY

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
27	28	29	30
3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>	6 <input type="checkbox"/>
10 <input type="checkbox"/>	11 <input type="checkbox"/>	12 <input type="checkbox"/>	13 <input type="checkbox"/>
17 <input type="checkbox"/>	18 <input type="checkbox"/>	19 <input type="checkbox"/>	20 <input type="checkbox"/>
24 <input type="checkbox"/>	25 <input type="checkbox"/>	26 <input type="checkbox"/>	27 <input type="checkbox"/>
3	4	5	6

2019

THURSDAY	FRIDAY	SATURDAY	NOTES
31	1 <input type="checkbox"/>	2 <input type="checkbox"/>	<input type="checkbox"/> REMINDER: Check off each day you successfully complete your Income- Producing Activities.
7 <input type="checkbox"/>	8 <input type="checkbox"/>	9 <input type="checkbox"/>	
14 <input type="checkbox"/>	15 <input type="checkbox"/>	16 <input type="checkbox"/>	
21 <input type="checkbox"/>	22 <input type="checkbox"/>	23 <input type="checkbox"/>	
28 <input type="checkbox"/>	1	2	
7	8	9	

MARCH

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
24	25	26	27
2 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>	6 <input type="checkbox"/>
10 <input type="checkbox"/>	11 <input type="checkbox"/>	12 <input type="checkbox"/>	13 <input type="checkbox"/>
17 <input type="checkbox"/>	18 <input type="checkbox"/>	19 <input type="checkbox"/>	20 <input type="checkbox"/>
24 <input type="checkbox"/>	25 <input type="checkbox"/>	26 <input type="checkbox"/>	27 <input type="checkbox"/>
31 <input type="checkbox"/>	1	2	3

2019

THURSDAY	FRIDAY	SATURDAY	NOTES
28	1 <input type="checkbox"/>	2 <input type="checkbox"/>	<input type="checkbox"/> REMINDER: Check off each day you successfully complete your Income-Producing Activities.
7 <input type="checkbox"/>	8 <input type="checkbox"/>	9 <input type="checkbox"/>	
14 <input type="checkbox"/>	15 <input type="checkbox"/>	16 <input type="checkbox"/>	
21 <input type="checkbox"/>	22 <input type="checkbox"/>	23 <input type="checkbox"/>	
28 <input type="checkbox"/>	29 <input type="checkbox"/>	30 <input type="checkbox"/>	
4	5	6	

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OUR VISION IN ACTION

Our vision is to impact world health and free people from physical and financial pain, and in the process, create the largest health and wellness company in the world.

Together, we achieve. Together, we break through.
Together, we are family. We are Isagenix!



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