

## **Earning your first Check with Isagenix**

### **What do I need to do to prepare me to start my business?**

You have made an investment in yourself by joining the Isagenix Team of Independent Associates. By using the products you will create your own product experience and enjoy the benefits of feeling healthy and more energetic.

This is an important and crucial step in beginning to build your Isagenix business. There is nothing more powerful than your own story. You can certainly validate your story by using the testimonials of other people who have experienced benefits from the products, making your story even more powerful.

As you use the products we want to take some direct action to jump-start your business.

You should have completed the New Associate Interview available in your back office and identified at least 10 people for your names list.

Work with your up-line sponsor or leaders to learn how best to set up appointments with your prospects to get them on a 3-way call with you and your sponsor or to attend a meeting in person.

Once you have the appointments set, you and your up-line support team are going to make calls to introduce the people on your list to what you are doing and ask them to join you in your new undertaking.

It is important that you become comfortable with how to present the products and the business opportunity. The best way to do this is to use the tools, such as the website and DVDs. Work with your sponsor on 3-way calls so that you can introduce your prospect and listen to how your sponsor presents the information to your prospect. Try to get in at least five to seven 3-way calls with your sponsor before you start to do these on your own.

### **What do I need to do in order to generate my first check?**

There is a place for every type of business builder within Isagenix. There are people who want to be customers, those that retail and build their business in a moderate fashion, and those that want to build quicker and really jump-start their business. Let's talk about all three.

During your New Associate Interview you identified some goals. What was the first financial goal you set for yourself?

I want to earn at least \$100-\$350 in my first week.

Let's take a look at how you accomplish your first goal in the first week and perhaps even take it a bit further. We will look at the process in a number of different ways using the different programs. The first approach focuses on achieving your goals using the 9 Day Cleanse Program and as in all cases we will apply a simple step-by-

step approach. We will then do the same steps using the 30 Day Paks, the President's Pak and finally using the CEO Pak.

What we really want to do to set you up to earn is ensure that you are aware of all the opportunities for earning money with Isagenix. There are of course four ways to earn money. Let's review them quickly:

1. Retail Direct Profits
2. Product Introductory Bonus (PIB's)
3. Team Bonuses – Paid every cycle of 900 points – 300 on one side and 600 on the other
4. Matching Team Bonus

It is important to be aware of all the ways you make money. We are going to focus on the PIBs and the Team Bonuses in our examples, using the 9 Day, 30 Day, President's Pak and CEO Pak programs. Keep in mind that there is additional income to be earned by you and each of the people you sponsor if they or you choose to retail the products you purchased when joining the Isagenix family.

### **The Program Contents:**

- The 9 Day and 30 Day programs are self-explanatory.
- The President's Pak consists of a selection of our nutritional products that come with either two 9 Day programs or alternatively with a 30 Day program, IsaDermix Skin Renewal System, a selection of sales tools and an IsaBlender.
- The CEO Pak consists of a President's Pak PLUS three 30 Day Program Paks.

### **Points and Product Introduction Bonuses (PIB) for the Programs:**

- 9 Day Cleanse Program = 100 BV + \$10 PIB
- 30 Day Program Pak = 160 BV (For a new Associate) + \$25 PIB
- President's Pak = 300 BV + \$100 PIB
- CEO Pak = 780 BV + \$175 PIB

### **Step-by-Step:**

In each of our examples we will be taking the same steps using different programs so that you can see the effect on your check using the different programs.

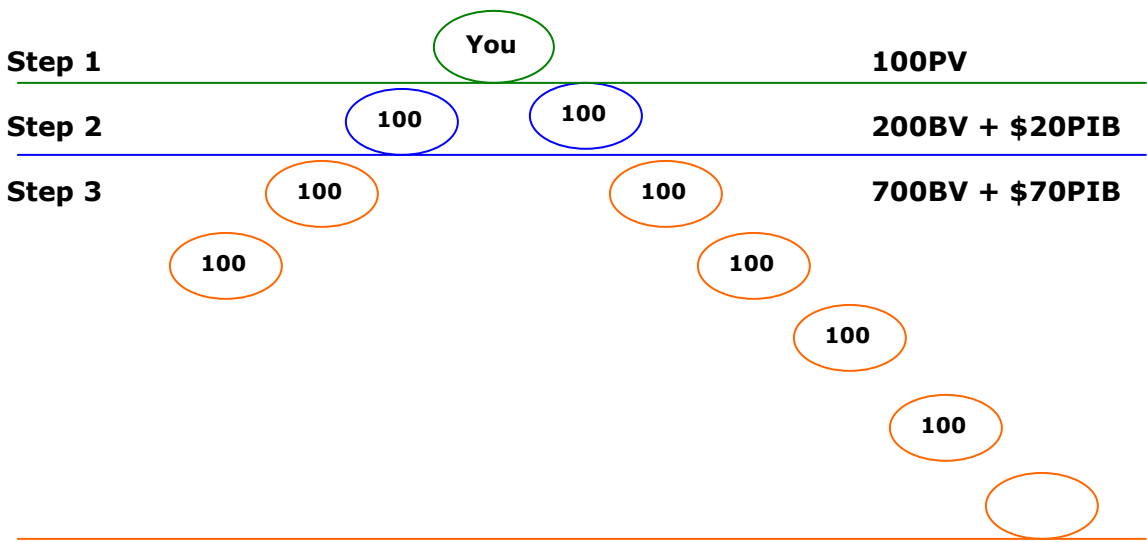
- **Step 1** is to sign up yourself using the same program you will sign others up with and to enroll yourself in Autoship for at least 100 BV so that you are qualified as active every 30 days.
- **Step 2** is to become a Consultant as soon as possible by signing one person up on your right and one on your left with the same program you started with and ensuring that they too are enrolled in Autoship for at least 100 BV each.
- **Step 3** is to personally sponsor 2 additional people on your one side (the left side in our example) with the same program you purchased for a total of 3 and to personally sponsor 5 additional people in the same manner on the other side (the right side in our example) for a total of 6. Remember you want each person you enroll and your new Associates who enroll to enroll in the Autoship program at the same time that they process their application. This ensures that you and they remain qualified as active each month.
- **Step 4** is to teach your new Associates exactly the same process and to work with them in the same manner your sponsor and up-line work with you to support building the business.

**Terms:**

1. PV - Purchases made by you or customers (non-associates), purchasing through your website.
2. BV - Business Volume - The point value assigned to all commissionable products.  
You earn BV on any personal volume over 100 in a 30 day period. You may also qualify to earn BV on all purchases made by Associates in your team once you qualify as a consultant.
3. Active Status - To be active you must have personal volume (PV) of at least 100 each 30 day period (90 PV if you are on Autoship with a Maintenance Pak).
4. Consultant - An active Associate with a minimum of 100 PV who has a minimum of 1 personally enrolled active Associate on each of the team legs.
5. Major Volume Leg - Leg with the most accumulated BV in it
6. Minor Volume Leg - Leg with the lowest accumulated volume in it.
7. Cycle - A total of 900 points that generate a team bonus of approximately \$54.00 for you. The 900 points must be split with at least 600 points on one side and 300 points on the other.
8. Carry-Over - The amount of volume left over on your right and left side after you have cycled the maximum number of times you could, based on your accumulated volume on your left and right side of your business.

Let's have a look at each example on the following pages using the different programs. We will summarize each for you and present you with the comparison so that you can make the choice you feel works and is realistic for you.

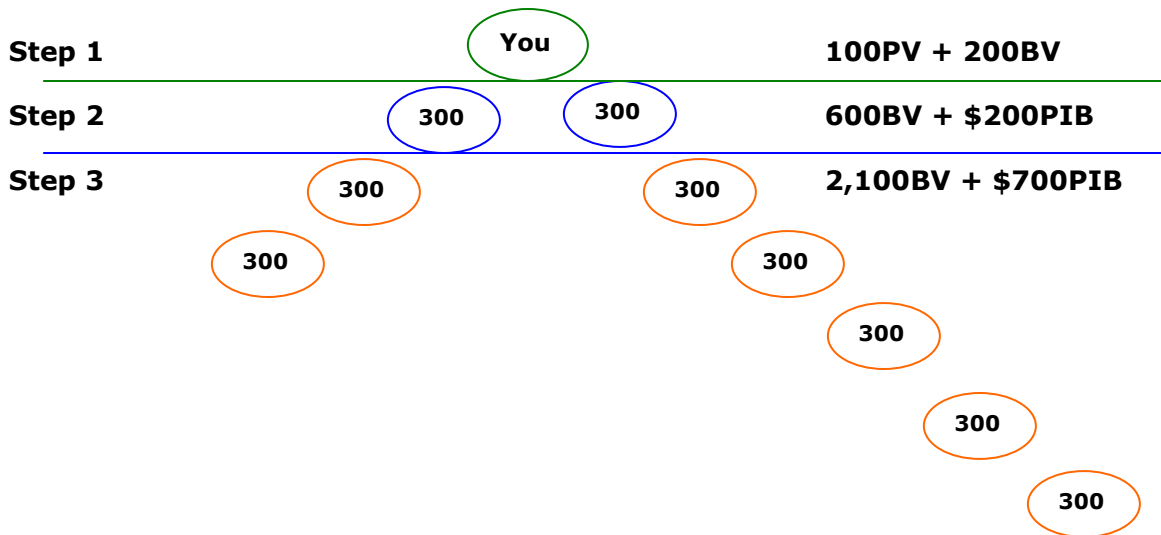
**Earning your first check using the 9 Day Program**



**Step 4 Teach your new Associates to do the same thing you have done.**

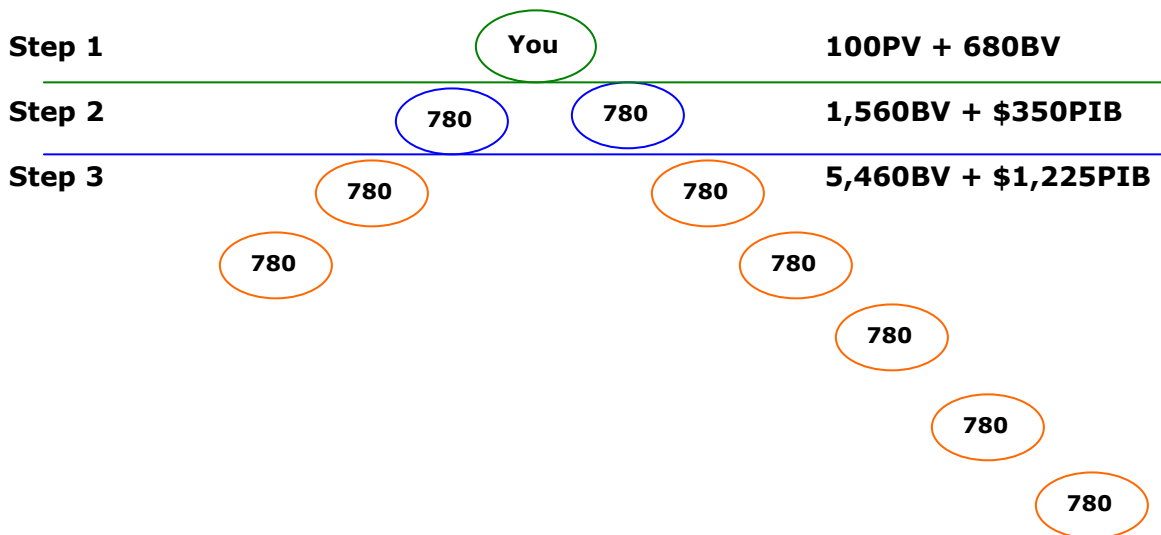


## Earning your first check using the President's Pak Program



**Step 4 Teach your new Associates to do the same thing you have done.**

## Earning your first check using the CEO Pak Program



**Step 4 Teach your new Associates to do the same thing you have done.**

## Summary

The following table summarizes each of programs and allows you to do a comparison of the results at a glance.\*

<b>Program</b>	<b>PV</b>	<b>BV Left</b>	<b>BV Right</b>	<b>Cycles</b>	<b>Cycle Value</b>	<b>PIB</b>	<b>Total Earnings</b>	<b>Carry Over BV Left</b>	<b>Carry Over BV Right</b>
<b>9 Day</b>	100	300	600	1	\$54	\$90	<b>\$144</b>	0	0
<b>30 Day</b>	100	540*	960	1	\$54	\$225	<b>\$279</b>	240	360
<b>Presidents</b>									
<b>Pak</b>	100	1,100	1,800	3	\$162	\$900	<b>\$1,062</b>	200	0
<b>CEO Pak</b>	100	3,020	4,680	8**	\$432	\$1,575	<b>\$2,007</b>	320	180

\* Includes BV over the 100PV level on personal purchases

\*\* 7 cycles at 300 Left and 600 Right + 1 cycle 600 Left and 1 cycle Right

*\*Earnings reflected in this summary are based on the hypothetical examples shown. Your earnings will be based on your individual efforts and results.*

### What You Should Know About Income Claims

Isagenix Independent Associate earning claims should not be construed as representative of a fixed, or standard earnings from any Isagenix business. The income levels achieved by Isagenix Independent Associates are not intended to imply that another Associate will achieve the same level of income.

The income levels achieved will be dependent upon the individual Associate's business skills, personal ambition, time, commitment, activity and demographic factors.