Updated Aug 2020

Your First Hour in Business Checklist

Getting Started Right

Setting Proper Expectations

Do you have a pen and a notebook? I want you to write down a few things. The goal is for you to master 5 areas of your USANA business. #1: Be independent. #2: Be a problem solver. #3: Prospect consistently. #4: Develop a big vision & ability to communicate that vision. #5: Create action & results. This will be accomplished through assignments. The qualities you need to bring to the table are being willing, coachable, and hungry. We will see how you do with each assignment and make adjusted assignments as we go. One assignment at a time. Write this down, the biggest factor is the love you bring to each text, phone call and interaction. The more love you give in the form of inviting, the more it will come back in every way possible.

❑ STEP 1 – Plug-in to Company and Team Systems

Take a moment and go to the App Store. Search "USANA Mobile Hub". Do you see it? **<WAIT>** Ok go ahead and download it. Your USANA ID Number is XXXXXXX, and your password should be Usana123. Go ahead and login. Let me know when you are in. **<WAIT>** Ok great. You will use this app to see your paychecks and manage your business. We will discuss more later. Next search "USANA Customer Connect" ". Do you see it? **<WAIT>** Ok also download it and login. Let me know when you are in. **<WAIT>** Ok perfect. You will be using this app when you have clients that want price quotes on products, etc.

Next, subscribe to Team DSI Text reminders. Text @teamdsi to 81010. You will get a text back asking for your name and if you are a teacher or student. Select student. You will receive text reminders on Team DSI trainings. The next one is Monday at 8pm CST. Your first assignment is to be on this zoom webinar every Monday that you can. It is the lifeline to what's happening in USANA & Team DSI. It's critical for your success. If you can't be on every Monday, there is a recording, but it's highly recommended that you make it a priority to attend this training live every week.

Lastly, there are 4 main Facebook Private Groups that you need to be in: Team DSI, Team DSI Weekly Action Plan Group, Straightforward & Proven Results, and USANA U.S. Community Page. I'm going to invite you to these groups right now. Please check your FB notifications and hit "accept" for each one. I will wait for you to do it right now. **<WAIT>**

❑ STEP 2 – Format the S1 Message to Sound Like You

We are going to spend the rest of this hour sending text messages and helping people. This is the most fun part of the first hour training. Right now I am going to send you a copy/paste of the "S1" message to get started. Just a sec… **<SEND ONLY THE S1 MESSAGE>** Did you receive it? **<WAIT>** Ok perfect. It's important to keep the structure of the message. But before you send it out, I want you to make any adjustments to make it sound "like you." Is there is any wording that doesn't sound like you? If so, make the changes and send it back to me. I'll wait. **<HELP THEM LOOK & CRAFT THEIR ADJUSTMENTS>**

❑ STEP 3 – Send S1 Message to 20 People Right Now Live on This Call

Ok it's time to have some fun! Your assignment is to send this message right now to 20 people who love you. Start with your closest friends & family (the people that would pick you up on the side of the road if your car broke down). After that, continue to invite other close friends and family that you have.

Be aware… your critical-mind will tell you that certain people are not worth inviting. That voice is critical and false. Your job is to give everyone love. Give the blessing of attending this online party no matter what your critical mind says. Let your loved ones decide for themselves. The inviting process is interesting because sometimes the people you pre-judge positively do not get involved, and the people you pre-judge negatively become your best clients or partners. If their name crosses your mind, it's for a reason!

As you invite each person, write their name down in your notebook. I'm going to be writing their names down on my end as well. I will be here with you while you send each message and help you respond when people start texting back. If you have their phone number, text is better than FB messenger; however, if FB messenger still works if you don't have their phone number. Who is the first person you are going to bless with an invite? **<SUPPORT THE 20 INVITE PROCESS>**

❑ STEP 4 – Send S2 Message To Those Who Responded

Great job on getting your 20 invites out. You may not realize it now, but you are opening up a whole new world of possibility for everyone you bless with an invite. Now it's time to send the next message to those who responded. I am going to send you a copy/paste of the "S2" message to start. Just a sec… **<SEND ONLY THE S2 MESSAGE>** Did you receive it? **<WAIT>**

Ok perfect. Like the first message, I want you to make any adjustments to make it sound "like you" before sending out. Is there is any wording that doesn't sound like you? If so, make the changes and send it back to me. I'll wait. **<HELP THEM>** Ok now let's go through each person that responded and send them the S2 message right now…

❑ STEP 5 – Go Over Pages 1-3 of the Script Together

Now that you have the ball rolling I'm going to send you the entire script and we are going to read through the first 3 pages together. Don't worry about the entire script, the first 3 pages are all you need to get the ball rolling. I'm going to send it to you right now. Are you going to open it on your phone or computer? **<Text for Phone, Email for Computer>** Ok just a sec… http://sipnscrub.teamdsi.info Ok I just sent it. Does it open up ok for you? **<WAIT>** Perfect.

The first page covers the S1 & S2 messages you already know, so I'm going to read through pages 2 & 3 with you right now. These are the next messages you will be sending in order to get the trials moving. Also, I will be mailing the skincare trials for you. So, as you collect the $8 dollars for each trial you can just forward that to me to cover costs. After a few events we will set you up to create your own trials. **<LITERALLY READ PAGES 2 & 3 WHILE THEY FOLLOW ALONG>**

❑ STEP 6 – Next Assignment

Great job on your first hour training! The next step is to schedule a check-in call tomorrow (ideally) and have you complete your second assignment in the next 24 hours. I could do a check in call tomorrow at **<TIME>** or **<TIME>** which is best for you? **<AGREE ON A TIME>**

We are going to continue with similar assignments and make adjustments as we go. Your next assignment has 2 parts and should take you about an hour to complete. I want you to write this down…. #1. Invite 20 more people by our check-in call tomorrow. #2. Send the Tr15 message to the people who did not respond from today. Are you up to the challenge? **<LET THEM RESPOND>** Perfect. Talk to you tomorrow!

<ADJUST ASSIGNMENT IF NEEDED>