DUPLICATE

SUCCESS INTERNATIONAL

Distributor Acquisition Playbook

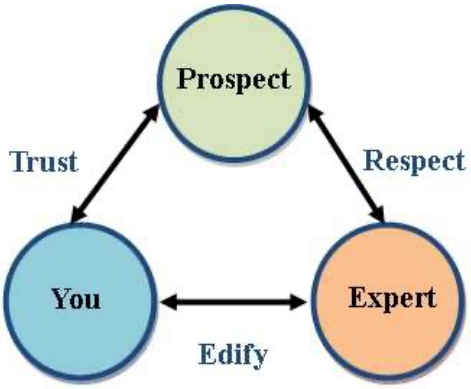
United States Market Edition
Updated April 2nd 2025

The 3P System

Pique their interest.

Plug them into a presentation call.

Pass them a video.



Your prospects trust you, but they do not respect you as an expert in this industry. Your job is to introduce them to an expert and speak highly of the expert. This brings respect & credibility to the exposure. This is the key to having great results.

LANDMINES TO AVOID:

- Avoid explaining USANA – build curiosity using the words “online business” or “e-commerce” that’s it. Schedule the 30 minute presentation call & let the script do the work.
- Avoid delaying the presentation call. Schedule to happen within 24-48 hours ideally.
- Avoid not making the scripts sound like you. You can change the wording if necessary, ***but stick to the structure of the scripts.**
- Avoid hesitating. Remember that ACTION = RESULTS!
- Avoid delaying the following-up call. It should be scheduled within 1-2 days. Fortune is in the follow up!
- Avoid being attached to the outcome. Some of your prospects will say no and that’s normal. Be committed to sharing *(not attached to the results).* Trust the process.

Leadership Levels: Choose a Target

The levels of leadership are defined in the chart below.

11-Star Diamond
15,000 CVP for 4 consecutive weeks

10-Star Diamond
14,000 CVP for 4 consecutive weeks

9-Star Diamond
13,000 CVP for 4 consecutive weeks

8-Star Diamond
12,000 CVP for 4 consecutive weeks

7-Star Diamond
11,000 CVP for 4 consecutive weeks

6-Star Diamond
10,000 CVP for 4 consecutive weeks

5-Star Diamond
9,000 CVP for 4 consecutive weeks

4-Star Diamond
8,000 CVP for 4 consecutive weeks

3-Star Diamond
7000 CVP for 4 consecutive weeks

2-Star Diamond
6,000 CVP for 4 consecutive weeks

1-Star Diamond
5,000 CVP for 4 consecutive weeks

Diamond Director
4,000 CVP for 4 consecutive weeks

Emerald Director
3,000 CVP for 4 consecutive weeks

Ruby Director
2,000 CVP for 4 consecutive weeks

Gold Director
1,000 CVP for 4 consecutive weeks

Silver Director
1,000 CVP for one week

Bronze Director
800 CVP for one week

Director
600 CVP for one week

Achiever
400 CVP for one week

Builder
200 CVP for one week

Believer
100 CVP for one week

Sharer
50 CVP* for one week

(CVP=Commission Volume Points)

Fast Start Bonus Program

15%
Lifetime Matching Bonus

Premier Platinum Pacesetter

Enroll Four (or more) and 1600 points collectively within your first 56 days of enrollment.

10%
Lifetime Matching Bonus

Premier Pacesetter - halfway point

Enroll Two (or more) and 800 points collectively within your first 56 days of enrollment.

Intro Call for Hot & Warm Market



SCRIPT TIP: This script is for close friends and family you can call directly. You will set appointments instantly. Make sure you stick to the script. Use the words "Online Business" or "e-commerce" instead of saying the word "USANA" or "health". Create curiosity and make them wait for the presentation call. Stick to the script and set the appointment.

Step 1: Hi FIRSTNAME ….

<SMALL TALK FOR A MINUTE, THEN GET RIGHT TO THE POINT>

Step 2: So I want to run something by you. **<NATURAL PAUSE>** I started an online business and I'm really excited about it. It takes about 30 minutes to show it to you on zoom or over the phone. Not right now, but another day… would you be open to taking a look? **<WAIT>**

Step 3: Ok sounds good. I could do tomorrow at TIME or TIME. Does either time work? **<WAIT>** Ok sounds good. **<LET THEM CHOOSE>** I have to get off the phone right now, but I will text you about an hour before the call tomorrow. Does that work? **<PAUSE>** Perfect, I hope you have an awesome day (or night). Talk to you then! **<AS SOON AS YOU HAVE THE APPOINTMENT, GET OFF THE PHONE!>**

<WHEN YOU CALL THEM, USE PAGE 7 AND GIVE THEM THE PRESENTATION>

IF THEY ASK "WHAT IS IT": It's an e-commerce business and I will explain everything on the 30 minute call tomorrow. Is that ok?

MESSAGE OPTIONS IF THEY DON'T ANSWER:

O1: "Call me" – this is a simple message that works if you are in regular communication with them already.

O2: "Just called to say hello in person. Would love to connect! Can you talk later?" – this is best for someone that you haven't spoken with in awhile.

Change the wording to sound like you if necessary

Warming Up Contacts You Haven't Connected With In Awhile – DM or Text

Step 1: FOR FRIENDS YOU HAVEN'T SPOKEN TO IN AWHILE:

W1: Hey FIRSTNAME, just checking on you. Are you staying safe and healthy right now? Sending my love! <3

Step 1: FOR PEOPLE WHO SENT YOU A FRIEND REQUEST:

W2: Hey FIRSTNAME I just accepted your friend request. I see we have _____ in common. That's awesome! How long have you _____? **<CHECK OUT THEIR PROFILE FIRST>**

Step 1: FOR PEOPLE IN THE SAME FACEBOOK GROUP AS YOU:

W3: Hey FIRSTNAME I like what you had to say on that comment in our _____ group! Your FB timeline is cool. How long have you been doing _____? **<SEND FRIEND REQUEST AS WELL>**

W4: Hey FIRSTNAME I really liked your post on _____ inside our _____ group! Your FB timeline is cool. How long have you been doing _____? **<SEND FRIEND REQUEST AS WELL>**

W5: Hey FIRSTNAME I see we have many friends who are in the _____ group! Your FB timeline is cool. How long have you been doing _____? **<SEND FRIEND REQUEST AS WELL>**

Step 1: FOR PEOPLE IN YOUR "SUGGESTED FRIENDS":

W6: Hi FIRSTNAME I see we have a few mutual friends. I like your profile! How do you know _____ & _____? They are good friends of mine. **<SEND FRIEND REQUEST AS WELL>**

Step 2: <AFTER THEY RESPOND, GO CHECK OUT THEIR PAGE, LOVE AT LEAST 3 PICTURES & 3 POSTS, GIVE A COMPLIMENT & A CUSTOM QUESTION ABOUT THEIR PAGE:

That's awesome! I really like your post about _____. What kind of _____ is that? Or… How long have you been doing _____?

IMPORTANT: Be interested in them. Don't ramble about yourself. Keep it light, friendly, and DO NOT mention any business. This interaction should only be 1-2 questions max. And last for only 1-2 days max. Then go to Step 3.

Step 3 (stop asking questions & CLOSE OUT the interaction) by saying:

CO1: It was really nice chatting with you FIRSTNAME. I hope you have an awesome day. (Or awesome night. Or awesome weekend.) **<STOP ASKING QUESTIONS & END THE INTERACTION>**

Step 4: Let at least 1 day go by with zero interaction. It's ok to let 2-4 days go by as well, but no more. Then go to Step 5. **<THEY ARE WARMED UP & READY>**

Step 5: Initiate invite. For Social Media Friends you already know, if you have their phone number call them directly on the phone and use Intro Call Script on Page 3 to invite them. If you don't have their phone number, call them on Facebook Audio to invite them. For strangers that you warmed up, follow M1 or Z1 on page 5 to invite them.

Direct Message Invite to Phone Presentation 

M1: Hi FIRSTNAME it was nice chatting with you earlier. I'm launching an online business project and it's very cool. **<NEW PARAGRAPH>** If I invited you to a special invitation only call, would you be open to check it out? Would be nice to connect and say hello as well!

M2: Ok sounds good. It takes about 30 minutes. I could talk to you on *DAY at TIME* or *DAY at TIME*. Would either time work? **<ALWAYS GIVE 2 CHOICES & LET THEM DECIDE, PROCEED WITH M3>**

M3: Ok sounds good. I will be calling from XXX-XXX-XXXX. What's your number?
<SKIP M3 IF YOU ALREADY HAVE THEIR PHONE NUMBER>

M4: Ok we are confirmed! I will text you before I call. I hope you have an awesome day. (or night)

M5 (if they ask what it's about): It's an e-commerce business but it takes about 30 minutes to explain on a quick call. Is that ok? **<CONTINUE WITH M2 - M4>**

M6 (1-2 hours before the call): Hi FIRSTNAME I will be calling you here at *TIME*. I hope your day is going well.

M7 (the night before send this): Hi FIRSTNAME talk to you tomorrow at *TIME*. Looking forward to it!

M8 (5 mintues before calling): Hi FIRSTNAME I'm about to call. Talk to you in a few minutes.

Go to Page 7 & Follow The Presentation Script

Direct Message Invite to Zoom Presentation

Z1: Hi FIRSTNAME it was nice chatting with you earlier. I'm launching an online business project and it's very cool. **<NEW PARAGRAPH>** If I invited you to a special invitation only zoom call, would you be open to check it out? Would be nice to connect and say hello as well!

Z2: Ok sounds good. It takes about 30 minutes. I could talk to you on *DAY at TIME* or *DAY at TIME*. Would either time work? **<ALWAYS GIVE 2 CHOICES & LET THEM DECIDE, PROCEED WITH Z3>**

Z3: That works. We are confirmed for DAY at TIME. I prefer to communicate via text because here we don't get notified when a message comes in. What's a good phone number for you? My direct cell is _____.
<SKIP Z3 IF YOU ALREADY HAVE THEIR PHONE NUMBER>

Z4: Ok we are confirmed! I will text you in advance with the Zoom info. I hope you have a fabulous day. (or night)

Z5 (if they ask what it's about): It's an e-commerce business but it takes about 30 minutes to explain on a quick zoom call. Is that ok? **<CONTINUE WITH Z2 - Z4>**

Z6 (1-2 hours before the zoom call): Hi *FIRSTNAME* here's the zoom meeting ID: ___. I will text you right before I join at *TIME*. Looking forward to connecting!

Z7 (the night before send this): Hi *FIRSTNAME* talk to you tomorrow at TIME. I will send you the zoom link an hour beforehand. Looking forward to it!

Z8 (5 minutes before the zoom call): Hi *FIRSTNAME* I'm in the meeting. Talk to you soon!

Go to Page 7 & Follow The Presentation Script

Situational Texts For Those Who Don't Respond



P1 (if prospect does not respond after 1 day, send this):

Hi *FIRSTNAME or NICKNAME* I'm not sure if you saw my message above. I hope you're having an awesome day. <**AFTER THEY RESPOND, PICK BACK UP WHEREVER YOU LEFT OFF>**

P2 (if prospect does not respond for 2 days, send this):

Hi *FIRSTNAME or NICKNAME* I'm assuming you don't want to take a look. If I am mistaken let me know. You are still an awesome friend.

P3 (if prospect does not show up to a scheduled call, send this):

Hi *FIRSTNAME or NICKNAME* is now still good?

P4 (if prospect does not reply to P3 within 15 minutes, send this):

Hi *FIRSTNAME or NICKNAME* I know you aren't the type of person not to respond. Please let me know you're alright.

P5 (if prospect does not reply to P3 within 15 minutes, alternate option):

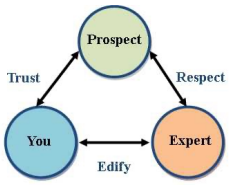
Hi *FIRSTNAME or NICKNAME* I'm not sure if you can really make this call. Let me know if you are still open to connecting. I hope all is well with you.

P6 (Use the "Good News" Text to Reconnect with a Prospect on the Fence):

Hi *FIRSTNAME* I have some good news for you! Can I call you later today at TIME?
(or Can I call you tomorrow at TIME?) **<THE "GOOD NEWS" COULD BE A PRODUCT SPECIAL, AN INCENTIVE YOU CREATE, A USANA WEBINAR, ANYTHING YOU DECIDE>**

Presentation Script – Use Expert in the Beginning

SCRIPT TIP: Your prospects trust you, but they do not respect you as an industry professional in this line of work yet. New associates must connect a 3rd party expert to build respect & credibility to the exposure. This is the key to having great results.



Step 1: Hi FIRSTNAME **<SMALL TALK FOR A MINUTE, THEN GET RIGHT TO THE POINT>** So, I have a five minute video for you to watch to give you the big picture. Then I will share my story and have a few questions for you. I'm going to send it to you right now. **<IF ON ZOOM, EMAIL LINK NOW. IF ON PHONE, TEXT LINK NOW> <KEYBOARD SHORTCUT: 5m or http://usana.myteamwork.info** Does the link open up ok for you? **<WAIT>** Ok perfect. The video is only 4 minutes & 50 seconds long. I will share my story & explain more after you watch it. I'll go on mute. Enjoy the show & and let me know when you're done. **<WAIT FOR THEM TO WATCH VIDEO & CONTINUE BELOW WHEN THEY ARE FINISHED>**

Step 2: ***IF YOU'RE ON ZOOM:** Is it ok if I have my mentor join the zoom because he/she has a really great story to share and is helping me through the process? **<THEY WILL SAY YES>** Ok thanks, I'm going to ask them to join. Just a second. **<INTRODUCE MENTOR ON STEP 3>**

***IF YOU'RE ON PHONE:** Is it ok if I get my mentor on the line because he/she has a really great story to share and is helping me through the process? **<THEY WILL SAY YES>** Ok thanks, I'm going to do a 3-way call please hold just a second. **<INTRODUCE MENTOR ON STEP 3>**

***IF MENTOR IS NOT AVAILABLE:** So before I ask you the questions, I just want to share my short story. **<GO TO STEP 6 ON NEXT PAGE TO CONTINUE>**

Step 3: FIRSTNAME, I want you to meet MENTOR'S FIRST & LAST NAME, he/she is very well respected in the company and I am very lucky to be working with him/her. MENTOR'S NAME I want you to meet FIRSTNAME.

Step 4 (Mentor says): Hi FIRSTNAME nice to meet you! How do you know ASSOCIATE'S NAME? **<WAIT>** Ok cool and what do you do for a living? **<TAKE NOTES>** And how long have you been doing that? **<PAUSE>** Well I have to brag on ASSOCIATE'S NAME because he/she is being prepared to lead an entire division of our company. I'm very proud of you ASSOCIATE'S NAME keep up the great work! **<NATURAL PAUSE>** So before we ask you the questions, I just want to share with you my short story…

Sharing Stories - Casting The Vision

Step 5 (Mentor says): Prior to USANA I was working as a _____. I was dissatisfied with **Problem 1 (Share Pain).* And also *Problem 2 (Share Pain).* And the worst part is **Problem 3 (Share Pain)*.* Since I've started working with USANA, I'm most excited because **Solution 1 (Share Pleasure).* Also **Solution 2 (Share Pleasure).* And the best part is **Solution 3 (Share Pleasure).* And as you saw in the video, this is a supplement company… well I was dealing with **Problem 1 (Share Pain).* Also **Problem 2 (Share Pain).* And also **Problem 3 (Share Pain).* And although USANA is not a cure, the products have also impacted my health tremendously. Today I have **Solution 1 (Share Pleasure).* Also **Solution 2 (Share Pleasure).* And **Solution 3 (Share Pleasure).* Ok so, ASSOCIATE'S NAME can you please share your short story…

Step 6 (You say):

I am still working as a _____ while I build this business, but I have been dissatisfied because of:

Problem 1: _____ *Share Pain:* _____

Also, Problem 2: _____ *Share Pain:* _____

And, Problem 3: _____ *Share Pain:* _____

Since I've started working with USANA, I'm most excited because:

Solution 1: _____ *Share Pleasure:* _____

Also, Solution 2: _____ *Share Pleasure:* _____

And, Solution 3: _____ *Share Pleasure:* _____

As you saw in the video, this is a supplement company. For me I was dealing with:

Problem 1: _____ *Share Pain:* _____

Also, Problem 2: _____ *Share Pain:* _____

And, Problem 3: _____ *Share Pain:* _____

And although the products are not a cure, they have impacted my health tremendously. Today I have:

Solution 1: _____ *Share Pleasure:* _____

Also, Solution 2: _____ *Share Pleasure:* _____

And, Solution 3: _____ *Share Pleasure:* _____

I'm all-in 100% because I have seen what USANA does for people long term, both financially and physically. This has definitely been one of my best decisions. **<PAUSE>** Ok so now... there are a few slides to show you, and some questions for you after that… **<OPTIONAL: IF YOU ARE ON THE PHONE, YOU CAN SKIP THE SLIDE PRESENTATION AND GO DIRECTLY TO STEP 7 QUESTIONS>**

SCRIPT TIP: On the first few presentations it's best for the expert to complete the process. After that, it's best to have the new associate complete the process while the expert watches and steps in when necessary. The goal is for the new associate to become completely independent and become an expert themselves.

Step 7 (Initial Questions):

Ok, so now we have a few questions to figure out what info to direct you to…

1. What did you like most about what you saw in the video? **<TAKE NOTES>**
Ok, so you liked **<REPEAT YOUR NOTES>** Did anything else stand out? **<WAIT>**

2. Next, what stood out to you about our personal stories (or my personal story)? **<TAKE NOTES>**
Ok, so what stood out to you was **<REPEAT YOUR NOTES>.**

3. If I could wave a magic wand and improve three areas of your health, which 3 areas would those be? **<TAKE NOTES>** Ok, so what I hear you saying is that you want to improve: **<REPEAT NOTES>.** Is that correct? **<WAIT>**

4. Ok, at this point I can share the product options that can help you improve _____ AND the business options all-together all at once, so you can see the everything. Or, I can just explain the products options ONLY if you're not wanting to explore the business side right now. Which would be best? **<WAIT>** Sounds good. **<IF THEY SHARED A HEALTH CONCERN, READ THEM THE SECTION BELOW FIRST>**

5. Before we go over your product options, we have a doctor who has used nutritional supplements with thousands of patients. He has a website with really great articles on _____ **<INSERT THEIR HEALTH CONCERN(S)>**. His name is Dr. Ladd McNamara. He documents exactly how the nutritional supplements work in your body and what they will do for you. I'm going to send you a link to the article(s) on _____ right now. Just a sec. **<SEND LINK>**

6. Did you receive it? **<WAIT>** Does it open up ok for you? **<WAIT>** Ok. So, you can read this in-depth later. But right now, click on the yellow button below that says "Skip to Protocols." **<WAIT>** Did you click on it? **<WAIT>** Ok. Now… can you see the Supplement Protocols listed below? **<WAIT>** This is great because he explains exactly what to take and when to take it. Keep in mind that these protocols are not a cure, but they have helped thousands of people. Also… if you're on medications, you can can stay on them because these protocols help your meds work better. The product packs I'm about to show you match what is recommended in the article, that's the exciting part.

<IF THEY WANT BUSINESS & PRODUCTS TOGETHER GO TO THE NEXT PAGE>

<IF THEY WANT PRODUCTS ONLY, GO TO CLIENT ACQUISITION PLAYBOOK:
http://customer.myteamwork.info and explain products on page 10. KEYBOARD SHORTCUT: cusa >

IMPORTANT: http://drladdvip.com is a subscription website with access to articles you can send to your prospects. The cost is normally $199 for an annual membership. Use the coupon code: USANA30 to lower the price to $139.30. Watch video here: http://drladdvip.myteamwork.info to see how easy it is to send these links!

Business & Product Packs

CONTINUE HERE: Ok. Now I'm going to share the product and business options together. This makes the most sense because you can improve your health and have a business at the same time. You can also write this off on your taxes. The main difference between USANA and other products on-the-market is that USANA is produced at a pharmaceutical grade level. This means USANA products absorb into your system as good as a drug would, yet there are no drugs in any of the products, only cellular nutrition. This gives your body a huge nutritional advantage you can't find anywhere else. That is why we have hundreds-of-thousands of satisfied clients in 24 countries. **<PAUSE>** I'm going to start with the biggest and best option first, and then explain everything else after that.

***IF YOU'RE ON ZOOM:** I'm going to share my screen right now. **<SHOW IMAGE BELOW>**

***IF YOU'RE ON A 1-ON-1 CALL:** I'm going to text you the image right now. **<SEND IMAGE>**

***IF YOU'RE ON A 3-WAY CALL (Mentor Says):** Ok ASSOCIATE'S NAME, can you make a quick group text between the three of us and send the first image right now.**<SEND IMAGE>**

Keyboard Shortcut: u1
Direct Link: http://ultimate1.myteamwork.info



ULTIMATE: Did you receive it? Ok, go ahead and click on the picture and turn your phone sideways. Does the image get bigger for you? **<WAIT>** Ok, so this is the Ultimate Experience Pack. **<WAIT>** I'm going to read a little script that explains it, so thanks for bearing with me. The Ultimate Pack is the best way to start if you have the funds because you get to try the most products and have the best experience of USANA.

You get 2 HealthPaks pictured on the left. This is what's going to help the most with your _____ **<INSERT THEIR HEALTH GOALS>**. It gives your body the micronutrients for Total Body Health. It's a 4 week supply times 2, so there's one for you and one to share. It comes in AM & PM packs that have the essential vitamins, antioxidants, core minerals, magnesium, calcium, and vitamin D that your body needs every day. It also includes the CellSentials Booster which helps balance your blood sugar. The HealthPak also helps with energy, mood support, reduce inflammation, helps with stress, healthy bones, and has a special form of turmeric for 30 times the absorption. Your body has never had this level of nutritional support and it's very exciting.

In addition, you get 2 bottles of our Grapeseed Extract and Vitamin C product that lowers inflammation in your heart, brain, joints and arteries. It also helps your body produce it's own collagen. They call it "face-lift-in-a-bottle" because it's excellent for your skin health. You also get 2 bottles of our Heart Health Product that has 100 milligrams of Co-Q 10 and Alpha Lipoic Acid in each capsule. It is incredible for your heart health and also increases your ATP energy molecule. Do you know why kids have so much energy? **<WAIT>** It's because they have high levels of ATP. As we age, our ATP decreases. This product gives you ATP which will increase your energy. It also supports healthy gums. Next, you get 2 bottles of CopaPrime which is USANA's Nootropic formula. Nootropics are are all about brain health.

<CONTINUE ON NEXT PAGE>

Business & Product Packs (continued)

CopaPrime contains American Ginseng, Bacopa Extract and Coffee Cherry Extract, which is decaffeinated. It helps with memory function, focus, information processing, and reaction times. Next, you get 2 bottles of Procosa which is a vegetarian glucosamine with the special form of turmeric for 30 times more absorption than you can get from other glucosamines on the market. It helps with joint health, maintain healthy cartilage, decrease inflammation, and bone health. It's super important for your joints. Next you get Hepasil, which is a liver support formula that contains milk thistle, L-Cystine for building & repairing tissue, olive fruit extract, biotin, and choline. It is excellent for energy, endurance and recovery. You also get probiotics which have 12 billion units of LGG & BB12 per serving. These are the best probiotic strains to survive the acidic stomach environment. It helps with healthy digestion, immune function, nutrient absorption, metabolism support and regularity. It's stable with an 18 month shelf life. **<PAUSE>** And this is only the first page of the Ultimate Pack. There's an entire additional page, so I'm going to send you the next image right now. **<SEND IMAGE>**

Keyboard Shortcut: u2
Direct Link: http://ultimate2.myteamwork.info



Did you receive it? **<WAIT>** Ok, so you also get 9 servings of Dutch Chocolate & 9 servings of French Vanilla Nutrimeal. These are meal replacement shakes that can be used for a healthy breakfast or with our RESET program to lose 5 pounds in 5 days and 10 pounds per month. You get 230 calories and 16 grams of protein per shake. They have the optimal ratio of carbs, fiber, protein, and healthy fats. They are low glycemic, non-GMO, gluten free, safe for diabetics, great tasting, for adults & children!

In addition, you get both of our skin care lines! You get to try our Dry/Sensitive Basics and our Combination/Oily Basics. This includes both cleansers, toners, daytime, and night time moisturizers. Celavive is USANA's Nutrition for Your Skin. It's great for both men & women. Cleanse, hydrate, and protect for a radiant, healthy glow. No chemical preservatives, paraben free, gluten free. Men can use the cleanser as a shaving cream, toner as an aftershave, then apply the daytime moisturizer before going out. Women can follow the same order, and use the daytime moisturizer as a primer before applying makeup. In the evening both men and women can use the cleanser, toner, radiant facial oil, and then night moisturizer to renew their skin at night. It's a full program for your skin! The radiant facial oil is described next. It soothes and hydrates all skin types and locks in moisture for both men and women.

On top of all that, you get our Energizing Shower Gel. It is a soap free formula that won't dry-out your skin and smells like tangerines. It's paraben free with no chemical preservatives. It's great for adults and children as well. You also get our Whitening Toothpaste with ADP-1. It's fluoride free. ADP-1 is a postbiotic that attracts impurities for a brighter smile. No artificial colors, sweeteners, or flavors. Great for Adults & Children.

In addition to the life-changing products, you will receive 13 months of Free Online Subscription to the Business Accelerator Suite which gives you Custom Reports and Business Tracking. It normally costs $20 dollars per month, so it's a $260 dollar value. It is super important for your business. **<CONTINUE ON NEXT PAGE>**

Business & Product Packs (continued)

You also get 2 coupons for discounted $99 dollar convention tickets. Normal price is $199 each, so it's $200 dollars in savings. The convention is the most important thing you can attend to succeed with your business. You will receive training from Top Income Earning Associates from around the world, meet Top Doctors, Scientists, and Corporate Home Office VPs. Most importantly, you will see the vision of what's possible for you. All roads lead to convention and you will definitely use these tickets, so they are nice to have. Finally, you will receive a 300 point head start towards qualifying for USANA's Lifetime Matching Bonus.

The Ultimate Pack is so awesome. You get everything pictured on both images for only $999. If you were to buy everything individually, it would be over $1567, so it's over $500 dollars in savings. This is a one-time purchase that allows you to try nearly all of USANA's products and receive the business benefits pictured on the right.

In addition, it's all tax-deductible and sets you up best long term. We always say, "If you have the money, Go Ultimate." Also, if you compare this to other career options, how much does it cost to go back to college? **<PAUSE>** Probably $10,000 dollars per year. And that doesn't even include books. The Ultimate Pack is much less than college tuition. **<PAUSE>** Also, how much does it cost to start a traditional business? **<PAUSE>** Anywhere from $10,000 dollars for a small business to over $100,000 thousand dollars for a franchise. **<PAUSE>** The Ultimate Pack has none of these risks and the ability to generate so much more income. Plus, investing with USANA gives you products that improve your health and a nice tax write-off. It's really a "no-brainer" from a business perspective. **<PAUSE>** Ok, now I'm going to send you the next option which is the Premium Experience Pack. Just a sec… **<SEND IMAGE>**

Keyboard Shortcut: pep1
Direct Link: http://premium1.myteamwork.info



PREMIUM: Did you receive it? **<WAIT>** Ok, so with the Premium Pack you get 1 HealthPak for you, which will help the most with your _____ **<INSERT THEIR HEALTH GOALS>**. Plus a set of the CellSentials for Total Body Health that you could share. The CellSentials is a 4 Week Supply of the Essential Vitamins, Antioxidants, and Core Minerals in the 2 bottles pictured above. They help with energy, mood support, reduce inflammation, helps with stress, and has the special form of turmeric for 30 times the absorption. It's a great combination. In addition, you get 1 of each of the products we discussed earlier. There's also a second page to send of the Premium Pack that I'm going to send right now. **<SEND>**

Keyboard Shortcut: pep2
Direct Link: http://premium2.myteamwork.info



Did you receive it? **<WAIT>** Ok… as you can see, you get both shakes for a healthy breakfast or to lose 5 pounds in 5 days and 10 pounds per month. You also get the Combination/Oily skincare line and the facial oil, shower gel and toothpaste. **<CONTINUE ON THE NEXT PAGE>**

Business & Product Packs (continued)

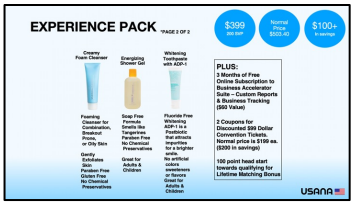
You get 6 months instead of 13 months of the Business Accelerator Suite. You still get the 2 coupons for discounted convention tickets. And you get 200 points instead of 300 towards qualifying for Lifetime Matching Bonus. The price of the Premium Pack is $699. If you were to buy all of these products individually it would be $974, so it's over $275 dollars in savings and still a great way to get started. The next best pack is the Experience Pack. I'm going to send it to you next. **<SEND>**

Keyboard Shortcut: exp1
Direct Link: http://experience1.myteamwork.info



EXPERIENCE: Did you receive it? **<WAIT>** Ok, so instead of getting a box of the HealthPak, you get 1 set of CellSentials for Total Body Health. And you get to try one of everything listed before as well. Next, here's the second image with the additional products in the Experience Pack. **<SEND>**

Keyboard Shortcut: exp2
Direct Link: http://experience2.myteamwork.info



Ok… so you don't get the shakes or the entire skincare line, but you do get to try the Creamy Foam Cleanser, the Energizing Shower Gel, and the Whitening Toothpaste. You get 3 months of the Business Accelerator Suite. You still get the 2 coupons for the discounted convention tickets. And you get a 100 point head start towards Lifetime Matching Bonus. The Experience Pack is $399. If you were to buy all of the products individually it would be $503, so it's over $100 dollars in savings. It's all tax-deductible and still a great way to get started.

Also **<FIRSTNAME>**, you do not need to inventory because all orders are shipped directly from USANA and USANA pays you direct deposit every Friday. Everything is done from home on short zoom meetings or phone calls. You don't have to set up a booth at trade shows, do hotel meetings, or drive all over town. And the best part is that the entire process is written on a script that I'm reading to you right now. It's simple & easy to follow, so you can do this! **<WAIT>** Plus, I WILL HELP YOU step-by-step through every part of the process until you become profitable. Does that make sense? **<WAIT>** Ok, so now I have a few questions for you to finish. **<CONTINUE ON NEXT PAGE>**

Closing Script

START BY SAYING THIS: So FIRSTNAME which pack stands out to you the most: Ultimate, Premium, or Experience? **<LET THEM ANSWER>** Ok sounds good. At this point you have 2 options. Option 1…. after seeing the presentation, many people are ready to get started and invest in their health immediately. They have the money and it's good timing, so they get started. If that is you, I can show you how to have your order processed and get your products shipped today. That is Option 1.

Or Option 2… sometimes people need a day or two to process this conversation, do their research, look at their budget and make the decision that's best for them. That's fine as well. I don't want you to have buyers remorse or feel pressured at all. It's important to make sure that we have a great relationship that's built on trust. In this case we can schedule to talk again in a day or two. And if you are ready by then, you can go ahead and get started. Which option would be best for you? **<LET THEM ANSWER> <IF OPTION 2, CONTINUE READING BELOW> <IF OPTION 1, GO TO PAGE 15 TO ENROLL>**

Most will choose Option 2 (in that case say this):

1. I totally understand if you need a little more time. Let me ask... if you decide to do this, do you have the money to get started?
    - **IF YES, GO TO PAGE 16 & READ THEM THE SCRIPT TO SCHEDULE THE FOLLOW UP**
    - **IF NO, SAY THIS:** That's totally fine. In that case I have a script to read that will help you get a head start on your training while you are getting the money together. Is it ok if I read you that script to finish? **<GO TO PAGE 17 & READ THEM THE "I DON'T HAVE THE MONEY" SCRIPT>**

IF THEY EXPRESS ANY OTHER OBJECTIONS GO HERE: Spouse Objection: page 18. Think About It Objection: page 19. Ask the Scientists: Page 19. USANA Athletes: Page 19. Time Objection: page 20. Research Objection, page 20. Explaining the HealthPak Label: page 21. How Does the Money Work: page 22. Not Good at Sales: page 23. Failed in MLM Before: page 23. Schedule Follow Up Call, page 16.

Enrollment Script

ENROLLING TIPS: Enrolling is just a natural extension of the process. It's no big deal. Your prospects need to lean on **your certainty & authority**. Be the leader they need to get started with confidence.

1. Where would you like your products shipped to? **<WAIT>**

2. I'm know I'm talking to you, but what is your phone number?

3. What is your best email?

4. And how would you like your name spelled on your checks?

5. What's the credit card number you'd like to use? **<ALLOW THE SILENCE, BE CONFIDENT, & WAIT>**

6. What's the CVV code & expiration date?

7. Billing address same as shipping?

8. Ok sounds good. Next, for tax purposes and also sending you paychecks they need your Social Security Number. What's your social? **<NOW BE SILENT WITH CONFIDENCE AS THEY GIVE YOU THEIR SOCIAL. YOUR TONE & DELIVERY CREATES CERTAINTY FOR THEM>**

Ok got it. Welcome to the USANA Family I am excited for you to have great results! I will process your order right away. To finish I'm going to read you a quick script to schedule your first traning. **<GO TO PAGE 27 TO FINISH>**

Alternate Enrollment Script

Ok sounds good. The next step is for me to send you a link that you can use to process your order. That way you can keep your payment information confidential. I'm going to send it right now and guide you through enrolling. Just a sec. **<GENERATE LINK & SEND VIA TEXT OR EMAIL>** Did you receive it? **<WAIT>** And does it open up ok for you? **<WAIT>** Ok perfect. Now I will guide you through. Scroll to the bottom and hit continue. **<GUIDE THEM THROUGH EACH SECTION & STAY ON THE CALL WITH THEM UNTIL THE ENROLLMENT IS COMPLETE> <END BY READING PAGE 27 QUICK START SCRIPT>**

Scheduling the Follow Up Call

At this point we always schedule a call within the next day or two so that you have some time to process our conversation and make the decision that's best for you. I can talk on **<DAY>** or **<DAY>** which is better? Ok. And on that day I can talk at **<TIME>** or **<TIME>**, which would be best? **<WAIT>** Ok that will work. I'm looking forward to talking to you on **<DAY>** at **<TIME>** and if you are ready then, we can do your payment info over the phone & help you get started. **<PAUSE>** The best thing you can do for your research is check out a link I'm going to send you right now, just a sec…

IMPORTANT: You must decide which link to send them next. If you feel that business & mindset training would be most helpful, send them the Jim Rohn Link. If you feel that product info would be most helpful, send them the Dr. Ladd Playlist. It's best to keep it simple and send them only 1 link to review. You decide.

JIM ROHN OPTION: <KEYBOARD SHORTCUT: sss or http://success.myteamwork.info > Can you click it and tell me does it open up ok? **<WAIT>** Perfect. Do you see the video by Jim Rohn at the top? **<WAIT>** That is the most important video because he shares the strategies and mindset to make your business profitable quickly. Can you listen to this before we talk again? **<THEY WILL SAY YES>** Ok sounds good. It's the best thing you can do for your research and to understand the process to succeed. **<FINISH WITH CLOSING PARAGRAPH BELOW>**

DR LADD OPTION: <KEYBOARD SHORTCUT: drl or http://drladd.myteamwork.info > Can you click it and tell me does it open up ok? **<WAIT>** Perfect. The best thing you can do for your research is watch a product training by Dr. Ladd McNamara. Do you see the first video at the top called "The Power of the HealthPak & Optimizers"? **<WAIT>** Ok. This is the best thing you can watch because he explains what each product will do for you and the science behind what makes them work. The video is almost 2 hours long but you only need to watch the first 20 minutes to get the main information. Do you think you can watch that before we talk again? **<THEY WILL SAY YES>** Ok sounds good. This is the best thing you can do for your research.

CLOSING PARAGRAPH: Ok you're all set. Do you have any questions for me? **<ANSWER ANY QUESTIONS>** Ok. And lastly I just want to say that I really enjoyed meeting with you today. I admire _____ **<INSERT GENIUNE COMPLEMENT>** And I want to let you know that I WILL help you. If you lock arms with me, and you are coachable and teachable, I will not let you fail. I will give you clear assignments and I will be there for you. I hope you decide to do this because I want to work with you. I think you're awesome! **<ON THE NEXT CALL, READ THE FOLLOW UP CALL SCRIPT ON PAGE 24 AND ENROLL THEM IF THEY ARE READY>**

I Don't Have The Money

CONFIRM DESIRE:

So I know you don't have the money right now, but do you really want to do this? **<WAIT>** Ok cool. Are you sure? **<LET THEM ANSWER>**

COACH & CLOSE:

Awesome. So I'm actually glad you don't have the money and here's why…. I know you're going to do this and get started. And in the future, when we show this to others, you're going to come across people who also don't have the money. At that point you will be able to share your story and say… "You know what, I didn't have the money either when I got started. But I realized that if I didn't find the money, I was never going to improve my financial situation. So you know what I did? I came up with the money. I went out and generated funds through selling things or pulling from my savings and I was able to get started." So here's the deal FIRSTNAME, the faster that you come up with the money, the better your story will be. That will empower others to come up with the money as well. So how long do you think it's going to take you? **<GO WITH WHATEVER THEY SAY>**

That's totally fine. In the mean time, are you open to getting a head-start on your training? **<THEY WILL SAY YES>** Ok perfect. The main thing for you to understand is that you will need to become an expert to make the kind of money you want. The way you become an expert is by committing to study YouTube videos that I assign you for 15 minutes per day. And I'm not talking about listening while multi-tasking, I'm talking about sitting down and taking notes while you actively listen and learn, just like you would in school. Are you willing to do that? **<WAIT>** Ok I'm happy to hear that because you will become very powerful by doing this.

Now to finish, I'm going to send a link, just a sec. **<KEYBOARD SHORTCUT: sss or http://success.myteamwork.info >** Can you click it and tell me does it open up in YouTube for you? **<WAIT>** So this assignment is this: I want you to watch the Jim Rohn Video at the top of this playlist. 15 minutes a day and take notes on what you learn. It should only take you a few days to complete. Then I would like to do another call with you in 2-4 days from now. On that call I will ask what you learned and I want you to read me your notes! Then I will give you another video to watch and take notes on. We will do this process with different videos until you get the money together. Does that sound good to you? **<WAIT>**

Ok awesome. I can do our next call on DAY at TIME or DAY at TIME. Which is best for you? **<LET THEM CHOOSE>** Ok sounds good. Talk to you then! **<ON NEXT CALL USE PAGE 25 (Alternate Follow Up Script for Money Objection) - IMPORTANT!>**

Need To Ask My Spouse

CONFIRM DESIRE:

Absolutely FIRSTNAME I totally hear you. If your spouse says yes, do you want to do this? **<WAIT>** Are you sure? **<WAIT>**

COACH & CLOSE (To Schedule Spouse Presentation):

Ok FIRSTNAME, I'm going to share the best way to get your spouse open to the idea. It's the most respectful approach. I want you to say this: "Honey I found an online business I like, but I don't want to do anything until you see it first. It takes 30 minutes to show it to you. Would that be ok?" Can you say that to your spouse? **<WAIT>** Ok good. This works because you are showing them respect. And you are not attempting to explain any part of the company. If you try to explain the company name, vitamins, etc. they will make their own judgment and it could kill your chances. So my coaching is to use the words "online business" or "e-commerce" and that's it. Don't explain any other details until the presentation. Can you do this? **<WAIT>** Ok sounds good. What we normally do at this point is look at our calendars for tentative time that could work for all of us. When is your spouse off work, or what day would be best? **<WAIT>** Ok let me check my schedule for that day. **<CHECK YOUR SCHEDULE>** Ok the best time for me on *DAY* is ____. Could that work for both of you? **<AGREE ON A TENTATIVE TIME>** Ok sounds good. In the mean time, are you open to get a head start on your training? **<THEY WILL SAY YES>** The best thing you can do in the meantime is check out a link I'm going to send you.

IMPORTANT: You must decide which link to send them next. If you feel that business & mindset training would be most helpful, send them the Jim Rohn Link. If you feel that product info would be most helpful, send them the Dr. Ladd Playlist. It's best to keep it simple and send them only 1 link to review. You decide.

JIM ROHN OPTION: <KEYBOARD SHORTCUT: sss or http://success.myteamwork.info > Can you click it and tell me does it open up ok? **<WAIT>** Perfect. Do you see the video by Jim Rohn at the top? **<WAIT>** That is the most important video because he shares the strategies and mindset to make your business profitable quickly. Can you listen to this before we talk again? **<THEY WILL SAY YES>** Ok sounds good. Talk to you on *DAY* at *TIME*. I will text you the day before to confirm!

DR LADD OPTION: <KEYBOARD SHORTCUT: drl or http://drladd.myteamwork.info > Can you click it and tell me does it open up ok? **<WAIT>** Perfect. The best thing you can do for your research is watch an incredible product training by Dr. Ladd McNamara. Do you see the first video at the top called "The Power of the HealthPak & Optimizers"? **<WAIT>** Ok. This is the best thing you can watch because he explains the science behind what makes the products work. The video is almost 2 hours long but you only need to watch the first 20 minutes to get the main information. Can you watch the first 20 minutes before we talk again? **<THEY WILL SAY YES>** Ok sounds good. Talk to you on *DAY* at *TIME*. I will text you the day before to confirm!

I Need To Think About It

CLOSING TIP: There is always a hidden objection underneath thinking about it. You may have to go to a different objection script when they express what's really going on.

COACH & CLOSE (Option 1 – Finding the Deeper Objection):

I totally understand if you need to think about it. I want to share with you something I've found. People usually need to think about it because they aren't sure. Or maybe it's something else. It may be a fear, or an uncertainty about something. So tell me what's really going on? Whatever concern you have is totally ok. **<LISTEN WITH AN OPEN HEART & ANSWER EACH CONCERN THE BEST YOU CAN>**

IF THEY EXPRESS ANY OTHER OBJECTIONS GO HERE: Money Objection: page 17. Spouse Objection: page 18. Ask the Scientists: Page 19. USANA Athletes: Page 19. Time Objection: page 20. Research Objection, page 20. Explaining the HealthPak Label: page 21. How Does the Money Work: page 22. Not Good at Sales: page 23. Failed in MLM Before: page 23. Schedule Follow Up Call, page 16.

IF THEY SAY: "I've done this before" or "I don't believe I can do it"

What makes you think you can't? **<LET THEM ANSWER>** Well… I don't know if I believe that, but tell me what makes you think you can? **<LET THEM ANSWER>** Ok and why else? **<LET THEM ANSWER>** Cool and why else do you think you could do this? **<LET THEM ANSWER>** Well FIRSTNAME I agree with you. You can absolutely do this. Here's what I'll commit to you. If you'll be coachable and teachable… if you will lock arms with me… I will not let you fail… and we'll go build a big business together. I have a little script to read you to schedule our follow up call. Is that ok? **<GO TO PAGE 16 TO SCHEDULE FOLLOW UP CALL>**

Ask The Scientists & USANA Athletes (share if necessary)

Ask The Scientists: If you have any questions on raw ingredients or which products are gluten free, etc… Ask The Scientists is the best website. I'm going to send you the link right now. **<KEYBOARD SHORTCUT: sc or http://AskTheScientists.com >** Did you receive it? Does it open up ok? **<WAIT>** This website is a huge search engine of previously asked questions to USANA's scientists. You can also scroll down to see the latest articles and most popular posts. Feel free to explore! **<GO TO PAGE 16 - SCHEDULE FOLLOW UP CALL>**

USANA Athletes Link: USANA Athletes.com is one of the best websites to show product quality because athletes have to make sure that the product is safe and effective. I'm going to send you the link right now. **<KEYBOARD SHORTCUT: ua or http://usanaathletes.com >** Did you receive it? Does it open up ok? **<WAIT>** Cool. Do you see the Trust video? That's a 2 minute video that shares why so many athletes trust USANA. **<GO TO PAGE 16 - SCHEDULE FOLLOW UP>**

I Don't Have the Time

CONFIRM DESIRE:

Awesome, well if you had the time would do you want to do this? **<LET THEM ANSWER>** Are you sure? **<LET THEM ANSWER>**

COACH & CLOSE (Where We Are In Life):

Ok cool. Well I totally get that you don't have the time. I mean, a lot of the people don't have the time. We're all super busy. And… where you are going to be in 2 to 3 years depends on the decisions or lack of decisions you make today. So my coaching to you is to make a decision to find small windows of time to take action, so that a year or two from now, you're not in a position of having to say "I don't have the time" ever again. If you lock arms with me, if you're coachable and teachable, I'll help you get into a situation where you say, "I have the time." Does that sound good? **<SMILE & LET THEM ANSWER> <IF NOT YET, GO TO PAGE 16 - SCHEDULE FOLLOW UP CALL>**

I Need To Do My Research

CLOSING TIP: The goal is to do the research with them right now to be helpful. You will still need to schedule a follow up call.

CONFIRM DESIRE:

Ok awesome, and if your research shows that this will fit your needs, is this something you have the money to do? **<LET THEM ANSWER>**

COACH & CLOSE (Research With Them):

Ok cool. So I just want to be helpful, so may I ask… what are the main things you are wanting research? I'm going to write them down. **<WRITE THEM DOWN>** Got it. Is there anything else? **<WAIT>** Ok, I'm going to answer each one of these right now. Let's do one at a time…**<DO YOUR BEST TO ANSWER EACH ITEM & FINISH WITH PAGE 16 TO SCHEDULE FOLLOW-UP CALL>**

SCRIPT TIP: If they want to know what's in the products, go to page 21 and explain the HealthPak label right now. Be as helpful as possible. You are saving them time. They will appreciate it.

Explaining the HealthPak Label:




US HealthPak Box

Supplement Facts



Start by saying: The best way to show you what's in the products is to send you the label of the Healthpak. I'm going to send it to you right now, just a second. **<KEYBOARD SHORTCUT: ushp or http://ushealthpak.myteamwork.info >** Did you receive it? **<WAIT>** Ok now zoom into the label and look for Vitamin B12. Do you see how it has over 4000% of daily value? **<WAIT>** You know how people pay lots of money for Vitamin B12 shots? **<WAIT>** This is like having a Vitamin B12 shot everyday. And this is JUST the AM dosage listed on the label, so you are getting another 4000% with the PM dosage as well. This is very good for your energy. But it's not just B12. Now look for B6, 900% of daily value. Do you see B2, 1100% of daily value. And B1, 1250% of daily value. Do you see those? **<PAUSE>** Your body doesn't just need B12, it needs the right balance of the other B Vitamins to function properly. And when you combine that with the high dosages of Vitamin A, C, D, E, and K, it creates a synergistic effect while feeding your cells. **<PAUSE>** Ok, now look for the combination of iodine, zinc, magnesium, selenium and the others. **<WAIT>** These are all of the Core Minerals that your cells need to function at their highest level. **<PAUSE>**

Now look for the words "Incelligence Complex" toward the bottom of the label. Do you see them? **<WAIT>** The Alpha Lipoic Acid helps with stress. The Quercetin lowers inflammation. The Pterostilibene balances your blood sugar. The Meriva delivers nutrients into your cells 30x more effectively than standard turmeric on the market. The Green Tea Extract is caffeine free and helps eliminate toxins from your body. The Olivol supports your heart health. The Resveratrol supports your heart, brain, liver and lowers inflammation. The Rutin & Hesperidin help the Vitamin C & Vitamin E to stay in your blood stream longer. USANA owns a patent on this combination of ingredients because they cause a high level of cell signaling. This means your cells are on high alert and work harder to defend you. You can't get this from anywhere else! If you have healthy cells, you have healthy organs. If you have healthy organs, you have healthy systems. And if you have healthy systems, you have a healthy body. Does this answer what's in the products for you? **<WAIT>** Ok sounds good. At this point I'm going to read you the script to finish this call and schedule our followup. Just a sec… **<GO TO PAGE 16 AND SCHEDULE FOLLOW UP CALL>**

How Does the Money Work?

CLOSING TIP: Use this script only if they ask. Make sure you watch the 4 minute video with them and schedule the follow up call afterwards.

Step 1: I have a four minute video for you to watch that explains how to get to $61,000 per year, then $131,000 per year and beyond. This is a 2 to 5 year plan.

> ***IF YOU'RE ON PHONE:** I'm going to text it to you right now **<KEYBOARD SHORTCUT: ndo or http://ndo.myteamwork.info** Does the link open up ok for you?
>
> ***IF YOU'RE ON ZOOM:** I'm going to email it to you right now. **<SEND: http://ndo.myteamwork.info >**

Step 2: Ok perfect. The video is only 4 minutes long. I will have a few questions after you watch it. I'll go on mute right now. Enjoy the show & and let me know when you're done. **<WATCH IT ALONG WITH THEM & CONTINUE>**

Step 3 (Questions):

Ok, so now I have a few quick questions for you:

1. What did you like about what you saw in that video? **<LET THEM ANSWER>**
2. Do you have any questions about the plan? **<ANSWER ANY QUESTIONS THE BEST YOU CAN. IF YOU DON'T KNOW THE ANSWER, BE HONEST AND TELL THEM YOU WILL GET THE ANSWER FOR THEM BY THE NEXT CALL>**
3. At this point what we always do is schedule a call within the next day or two so that you have some time to process our conversation and make the decision that's best for you **<GO TO PAGE 16 & READ SCRIPT TO SCHEDULE THE FOLLOW UP CALL>**

I'm Not Good At Sales

CLOSING TIP: Your delivery matters. Smile, have fun, & be confident. Your energy impacts their decision!

COACH & CLOSE (Good You Promise?)

Good. Do you promise me you're not a salesperson? **<THEY WILL SAY YES>** Awesome because if you are a salesperson there's a likely a good chance you'll fail at this. Here are the facts, 95% of the people in the world don't like to sell. There's only about 5% of the population who actually like selling. So, realize that 95% of the people that you would show this to are like you. The fact that you're not a salesperson, they're way more likely to join because they see that you don't have to be a salesperson to do this. In fact, this is a sorting business, not a selling business. You're just sharing and allowing people to make a decision.

I felt the same way too. But here's what I can tell about you… you're never going to be pushy with anyone. People are going to love and respect you for that. And if they don't like it, you still part as friends. You will create a stronger connection with your friends by showing them this and offering them an opportunity to change their life. Does that make sense? **<LET THEM ANSWER> <GO TO PAGE 16 - SCHEDULE FOLLOW UP CALL>**

Failed in MLM Before

COACH & CLOSE 1 (Me Too… Thank God I Didn't Give Up)

I totally understand, heck, I think half the population has done network marketing and a lot of people didn't succeed. That's how I felt like when I got started. I had failed before, but this time I realized how powerful our system is with the scripts & support that is provided. It's like nothing I had experienced before. Now I've got a team that's growing and I'm making money every single week. I'm super thankful that I did. **<PAUSE>** And here's what I know is true about you… you're a great person with a great heart. And you have the drive to succeed or you wouldn't have tried in the first place. You also want "out" of your current situation. I know that if you lock arms with me, and you're coachable and teachable, you can do this. I will help you and I will not let you fail. (Say with a smile & be silent) **<GO TO PAGE 16 - SCHEDULE FOLLOW UP CALL>**

COACH & CLOSE 2 (Biggest Risk?)

So FIRSTNAME, what do you think is your biggest risk if you do this? I mean, if you do this again, what's your risk? **<LET THEM ANSWER>** Actually it's not that. Your risk is the life that you could have had if you were not afraid of failing. So, my coaching to you is let's get you started. If you lock arms with me, if you're coachable and teachable, I'll help you succeed. Sound good? ☺ (Say with a smile & be silent) **<GO TO PAGE 16 - SCHEDULE FOLLOW UP CALL>**

Follow-Up Call Script

IF EXPERT IS AVAILABLE START HERE:

Step 1: Hi FIRSTNAME, I have MENTOR'S NAME on the line with me as well, hold on just a sec… **<CONNECT MENTOR IN>** Ok we are all together. **<MENTOR SAYS HELLO>** Hello FIRSTNAME how have your last few days been? **<SMALL TALK FOR 1-3 MINUTES>**

IF EXPERT IS NOT AVAILABLE START HERE:

Step 1a: Hi FIRSTNAME, how have your last few days been? **<SMALL TALK FOR 1-3 MINUTES>**

Step 2: Now that you've had a little more time, what questions can I answer to help you get started?

<ANSWER QUESTIONS AND/OR OBJECTIONS>

> ****IF THEY AREN'T READY TO BUY ON THIS CALL:** *IMMEDIATELY GO TO PAGE 28 and read "Script for Associate That Needs More Time Before Buying". REMEMBER it takes 4-6 exposures on average before a person gets started. This is normal.*

IF THEY ARE READY, CONTINUE BELOW:

3. Where would you like your products shipped to? **<WAIT>**

4. Which pack would be best for you? **<ALLOW THE SILENCE AGAIN, BE CONFIDENT>**

5. I'm know I'm talking to you, but what is your phone number?

6. What is your best email?

7. And how would you like your name spelled on your checks?

8. What's the credit card number you'd like to use? **<ALLOW THE SILENCE, BE CONFIDENT>**

9. What's the CVV code & expiration date?

10. Billing address same as shipping?

11. *Associates only (skip for customers):* Ok and for the tax write off and sending you paychecks they need your Social Security Number. What's your social? **<NOW BE SILENT WITH CONFIDENCE AS THEY GIVE YOU THEIR SOCIAL. YOUR TONE & DELIVERY CREATES CERTAINTY>**

12. Ok got it. Welcome to the USANA Family I am excited for you to have great results! Now I have a short script to read to finish…

<FOR NEW ASSOCIATE: GO TO TOP OF PAGE 27 & READ QUICK START SCRIPT>

Alternate Follow-Up Script (For Money Objection)

IF EXPERT IS AVAILABLE START HERE:

Step 1: Hi FIRSTNAME, I have MENTOR'S NAME on the line with me as well, hold on just a sec… **<CONNECT MENTOR IN>** Ok we are all together. **<MENTOR SAYS HELLO>** Hello FIRSTNAME how have your last few days been? **<SMALL TALK FOR 1-3 MINUTES>**

IF EXPERT IS NOT AVAILABLE START HERE:

Step 1a: Hi FIRSTNAME, how have your last few days been? **<SMALL TALK FOR 1-3 MINUTES>**

Step 2: So tell me, how did it go with the video? I want to hear your notes!

<LET THEM READ THEIR NOTES TO YOU. THIS IS A BIG SIGN THAT THEY ARE SERIOUS>

Step 3: Ok now that you have completed this assignment, how's it looking with the money side of things?

<IF THEY ARE READY, GO TO PAGE 13, QUESTION 3 AND ENROLL THEM>

<IF THEY NEED MORE TIME, CONTINUE BELOW>

Step 4: I totally understand if you need more time. Let's keep your training going! The next video I have for you is going to rock your world. Our team leader Jared Crebs spent $4000 on a training program called the Inner Circle. It helps you program your mind to design your ideal life and create success in your business. The best part is that he was given permission to teach it to his team for FREE. So you are about to have access to a $4000 value that is going to lay the foundation for your future. This program has also been huge for me. I'm going to send you the link right now. **<KEYBOARD SHORTCUT: ict or http://ict.myteamwork.info** Does the link open up ok for you?

Step 5: Ok perfect. As you can see, there is a lot here. Remember how we talked about creating a habit of studying YouTube videos 15 minutes per day while taking notes? **<WAIT>** Ok, so your next assignment is to complete Week 1. Do you see how one video is 12 minutes and the other video is 48 minutes? **<WAIT>** So this should only take you a few days to complete. And when we talk again I want to hear your notes. Then I will assign you to the next video. We will keep going like this until you complete the entire training. And of course, when you have the funds together we can also get you started. Until then, we will get you equipped to go all the way. Does that sound good? **<WAIT>** Awesome!

Step 6: The next time I could talk to you would be DAY or DAY? Which would be better? **<WAIT>** Ok and on that day I can do TIME or TIME. Which is best? **<WAIT>** Ok sounds good. I look forward to hearing your notes! And one last thing… during the videos Jared refers to a "print-out." Don't worry about that, just write everything he puts on the white board. That's all you need. Got it? Ok. Talk to you soon! **<REPEAT STEPS 1-4 WITH THEM UNTIL THEY ENROLL. THIS BUILDS TRUST>**

When You Meet Someone Sharp in Public or at a Party (leading with business)

Step 1: How long have you been working here? or What do you do for a living? How long have you been doing that? **<TAKE MENTAL NOTES>**

Step 2: That's awesome! And what do you like most about it? **<TAKE MENTAL NOTES>**

Step 3 (wait until the end of the interaction, and just before leaving, say):

The reason I was asking about your job is because the company I work with is expanding. It's something that has _____ (mention their likes). It's social media based, so you can continue working at your job and build another stream of income. I'm sure you're totally happy with everything you have going on, but if you'd like to exchange numbers, I'd be happy to get you some information.

Step 4:

Type your number here on my phone keypad **<HAND THEM YOUR PHONE>** and what's best time to call you tomorrow? **<LET THEM ANSWER>** Ok sounds good. I will text you right now so you have my number. **<SEND A TEXT WITH YOUR FULL NAME>** Did you get it? **<WAIT>** Ok sounds good I will be calling you tomorrow at TIME. I will text before I call. I hope you have an awesome rest of your day (or night). **<WHEN YOU CALL TOMORROW, USE PAGE 6 AND GIVE THEM THE PRESENTATION>**

If they ask what it is:

It's an e-commerce business but it takes about 30 minutes to explain when I call you. Is that ok? **<WAIT>** Ok sounds good talk to you then!

If they ask what you do:

I work in e-commerce, how long have you been doing _____? **<CHANGE THE FOCUS BACK TO THEM>**

Quick Start Script for New Associate

The best thing we can do right now is schedule your First Zoom in Business Training to happen in the next day or two if possible. This will give you the best start and set you up for success. It will take an hour. I can talk on **<DAY>** or **<DAY>** which is better? Ok and on that day I can talk at **<TIME>** or **<TIME>**. Which would be best? **<WAIT>** Ok perfect, we are confirmed for DAY at TIME.

Now, before we do your first hour training, I want you to understand that you will need to become an expert to make the kind of money you want. The way you become an expert is by committing to study YouTube videos that I assign you for 15 minutes per day. And I'm not talking about listening while multi-tasking, I'm talking about sitting down and taking notes while you actively listen and learn, just like you would in school. Are you willing to do that? **<WAIT>** Ok I'm happy to hear that because this will be one of the keys to your success.

Now to finish, I'm going to send a link, just a sec. **<KEYBOARD SHORTCUT: sss or http://success.myteamwork.info >** Can you click it and tell me does it open up in YouTube for you? **<WAIT>** So this assignment is this: I want you to watch the first video at the top of this playlist. 15 minutes a day and take notes on what you learn. It should only take you a few days to complete. Then I would like you to take a picture of your notes and text them to me. I want to read me your notes and see what you learning! Then I will give you another video to watch and take notes on. We will do this process with different videos until you master the fundamentals. I also study 15 minutes per day myself. It's one of the keys to becoming an expert. Sound good? **<WAIT>**

Lastly, please wait until you meet with me before telling anyone about USANA. Why? Because I will have some very simple text messages for you to copy & paste that work well. I want to make sure you have the best experience possible as you get started. I look forward to talking to you on **<DAY>** at **<TIME>**. Talk to you then! **<IF THEY HAVE ALREADY SEEN JIM ROHN, SUBSTITUTE http://ict.myteamwork.info & START THEM ON INNER CIRCLE WEEK 1 CONTENT>**

Script for Associate That Needs More Time Before Buying

I totally understand if you need a little more time. The next best thing for you to review is our Real People, Real Results page and check out some really cool 30 minute stories on YouTube. These are the best way to get advanced training. We have interviewed over 140 successful associates to date. I'm going to send you the link right now and I want you to choose the first one you're going to watch. Ok I'm sending now. **<KEYBOARD SHORTCUT: rr or http://results.myteamwork.info >** Does it open for you? **<WAIT>** Ok perfect. Which one are you going to watch before we talk again? **<LET THEM CHOOSE>**

What we always do is schedule a call within the next few days so you have enough time to do your research, look at your budget, and make the decision that's best for you. I can talk on **<DAY>** or **<DAY>** which is better? Ok. And on that day I can talk at **<TIME>** or **<TIME>**, which would be best? **<WAIT>** Ok sounds good. I will be calling you then & if you are ready at that time we can do your payment info over the phone & help you start working towards your goals. Talk to you then. **<ON THE NEXT CALL, READ THE FOLLOW UP CALL SCRIPT ON PAGE 24>**

PRO TIP: Many people need 4-6 exposures before they enroll. Continue to schedule follow-up calls and find different pieces of info to give them (recorded videos, live webinars, articles, etc). If you keep inviting them to review more info without any pressure, they will eventually enroll.

5 Steps to Hosting Your Home Event

AVOID THESE LANDMINES DURING YOUR HOME EVENT: not starting on time, not ending on time. Not introducing your expert properly. Not finishing the process completely. Not setting a follow-up call with each guest. Not designating a place for children & pets away from main area.

STEP 1 – Pick Your Date

- Choose a 3 hour window for your home event. It is your responsibility to provide lunch or dinner for your guests. First hour: food and visiting. Second hour: presentation. Third hour: answering questions & processing orders. It's important to break bread and visit first. This creates great energy for your event.
- It is your sponsor's responsibility to be at your home event (in-person or via Zoom). Their job is to guide the process and be your expert until you are established and enrolling associates on your own.

STEP 2 – Build Your List

- OVER INVITE: Rule of Thumb is that only 10-20% of the people you invite will show up to your event.
- **Example:** If you want 5 people to show up, you must get 10 people confirmed. To get 10 confirmed, you must invite 20. You may feel like you are over inviting, but life will happen. It's normal to have 50% of your confirmed guests decline on the day of the event. 2 - 5 guests showing up is very good. The rest can always attend another event later. If you want more guests, invite according to these ratios.

STEP 3 – Your Job is to Invite. *Personal phone calls get the best results. Follow this script when calling:

Hi FIRSTNAME how's it going! **<SMALL TALK 1-3 MINUTES>** I was calling because I wanted to invite you to an event I'm having on Thursday, October 12th from 6-9pm at my place. Are you available that Thursday evening? **<LET THEM ANSWER>** Ok good. So I'm launching an online business and I'm really excited about it. It's by invitation-only and you are one of my first choices to share this with. ☺ Dinner will be provided at 6pm and the presentation starts at 7pm. Would you like to be on the guest list? **<THEY WILL SAY YES>**

Ok sounds good! I'm going to text you my address with the date & time right now. Just a second. **<SEND TEXT>** Did you receive it? **<WAIT UNTIL THEY SAY YES>** Ok perfect. You can also bring a plus 1 if you'd like, or just attend solo. Which would be best? **<WAIT>** Ok sounds good. I have you on the list. I will text you the night before the event as well. I hope you have an awesome rest of your day!

<YOU CAN SCHEDULE YOUR EVENT FOR ANY EVENING FROM 6-9PM>

<WEEKENDS FROM 12-3PM ALSO WORK>

IF THEY ASK "WHAT IS IT": It's a really great product and business, but I will explain everything at the event. Is that ok?

TEXT OPTIONS IF THEY DON'T ANSWER:

o1: "Call me" – this is a simple message that works if you are in regular communication with them.

o2: "Just called to say hello in person. Would love to connect! Can you talk later?"
– this is best for someone that you haven't spoken with in awhile.

<CHANGE THE WORDING TO SOUND LIKE YOU IF NECESSARY>

5 Steps to Hosting Your Home Event (continued)

STEP 4 – Confirm Your Invites. *This is the most crucial step. Confirm twice with everyone:

THE DAY BEFORE YOUR EVENT, TEXT THIS:

Hi **<FIRSTNAME>** we are finalizing the guest list for tomorrow. Are you still able to attend?

2-3 HOURS BEFORE YOUR EVENT, TEXT THIS:

Hi **<FIRSTNAME>** we are setting up. See you at **<TIME>.**

STEP 5 – Host Event

PRE-EVENT CHECKLIST

- ❑ Pets and children are away from main area.
- ❑ Have 10 pens & 10 clipboards with only the Closing Form attached. Other forms are given later.
- ❑ Make sure your computer has the proper cables to display the PowerPoint on your TV & it's all set up.
- ❑ During the presentation, stay silent and wait until the end when the expert asks you to if there's anything you'd like to add. The expert will give you a time to speak at the end of the presentation. Do not interrupt the expert during the presentation because that robs them of credibility and makes them look unprofessional.
- ❑ Sit at the edge of your chair and listen intently during the presentation. Your guests will be watching your body language. Do not text, multi-task, clean up, or do anything but pay total attention, even if you've seen the presentation many times.

FIRST HOUR CHECKLIST:

- ❑ Have light/upbeat music playing in the background.
- ❑ Serve a healthy meal that you really like. Have plenty prepared.
- ❑ *Introduce your guests to your mentor using the "Script to Introduce Expert" below.* ***CRUCIAL***

SCRIPT TO INTRODUCE EXPERT: PROSPECT'S NAME I want you to meet my mentor **<FIRST & LAST NAME>**. He/she is very well respected in the company and I'm very lucky to be working with him/her.

MENTOR SAYS: Hi PROSPECT'S NAME nice to meet you. So how do you know ASSOCIATE'S NAME? **<WAIT>** That's awesome. And what do you do for a living? **<LET THEM RESPOND>** And how long have you been doing that? **<LET THEM RESPOND>** Well I have to brag on ASSOCIATE'S NAME because he/she is being prepared to lead an entire division of our company. I'm very proud of you ASSOCIATE'S NAME keep up the great work!

<CONTINUE VISITING WITH ALL GUESTS. ASK QUESTIONS & BE CURIOUS ABOUT THEM>

SECOND HOUR CHECKLIST

- ❑ Begin the presentation on time to respect those who arrived on time. Gather everyone around the TV.
- ❑ Start by welcoming everyone, then read your presentation story to them from paper (not memorized).
- ❑ Introduce the expert using the script above. Expert connects with audience and presents PowerPoint.
- ❑ Expert will ask you to hand out clipboards & pens with Closing Form only. Give audience 5 mins. to complete.
- ❑ After that, text Dr. Ladd VIP articles to each guest who shared a health concern (be ready to send these fast).
- ❑ Expert then shares the options for business-only or customer-only depending on what most guests want.
- ❑ If majority wants customer-only packs, expert will show business options privately afterwards (or vice versa).
- ❑ After expert explains pack options, hand out pricelists. Give audience a few minutes to circle what they want.
- ❑ After that, hand out Getting Started Forms. Expert guides audience to write down their order and payment info to enroll. After event, schedule follow-up calls with those who aren't ready to buy yet AND those who enrolled.

PRINT YOUR FORMS HERE:

- ❑ 10 - Closing Forms found here: http://closingform.myteamwork.info
- ❑ 10 - Getting Started Forms found here: http://gsf.myteamwork.info
- ❑ 10 - Pricelists found here: http://pricelist.myteamwork.info
- ❑ To Download Home Event Presentation http://presentation.myteamwork.info
- ❑ Home Event Presentation Example Video: http://example.myteamwork.info

10 Step New Associate Checklist

*KS = Keyboard Shortcut

For more copies of this page:
http://launch.myteamwork.info

Name of New Associate: _____

Date of Enrollment: _____ **Premier Platinum Pace Setter (PPPS) Deadline:** _____

Conduct Each 1-on-1 Training Below (does not have to be in this order):

❑1. New Distributor Orientation

Watch each video at http://ndo.myteamwork.info (KS: ndo) Complete each task to learn how money is made, plug into the system, prepare you mind, make your initial list & get your tools together. (1 Hour)

❑ 2. Vision Statement Creation Call

Watch each video at http://innergame.myteamwork.info. (KS: vsc) Do each assignment to begin the transformation process of mastering your thoughts & inner game. The most important step. (1 Hour)

❑3. Product Opening Call

Read script at http://usproduct.myteamwork.info (KS: usp) for each product that was ordered. Start taking your products twice per day as directed. Give your cells the incredible gift of cellular nutrition! (1 Hour)

❑ 4. Script Walk Through & Story Creation Call

Watch each video at http://story.myteamwork.info (KS: scc) to get clear on the mechanics of inviting, presenting & introducing the expert. You'll also write your presentation story here. (1 Hour)

❑ 5. Technology Setup Call

Watch each video at http://technology.myteamwork.info (KS: tch) to set up your keyboard shortcuts, save your mentor's calendly link, and set up your tech for business. (1 Hour)

❑ 6. 2-on-1 Presentation Rehearsal & First Time Marketing

Watch each video at http://rm.myteamwork.info. (KS: rm) Practice reading page 7 of the script out loud with your mentor and make your first invite calls. Track using the 7 Day Tracker. (1 Hour)

❑ 7. 1-on-1 Marketing Sessions with your mentor

Watch each video at http://sessions.myteamwork.info (KS: ses) to learn about the daily & weekly routine of business building. Start using the DMO Tracker. Continue regular check-in calls. (1 hour)

❑ 8. Schedule Your First Home Event (optional)

Watch each video at http://homeevent.myteamwork.info (KS: het) to plan & market your first home event. If you have a guest friendly home or can secure a meeting space, do this step! (1 Hour)

❑ 9. Expand Your List & Ongoing 1-on-1 Marketing Sessions

Watch each video at http://expand.myteamwork.info (KS: expa) to expand your list and learn the warm up process to continue setting appointments with your warm market.

❑ 10. Auto Order Set Up & Register for Next Convention

Watch each video at http://ao.myteamwork.info (KS: aos) to set up your auto order, learn how to keep your business active and stay on the products. Also plan for the next convention!

Expand Your List

Start with your ***"Hot Market"*** so you can "score in 24" by enrolling your first customer in the next 24 hours.

Who are the people closest to you that will look at a presentation just because it's you?

Next, the combination for earning your money back is:

20 Calls – 15 Exposures – 6 Enrollments

Ultimately you'll want to have a list of 100 or more with everyone you know. But for your first week, start with your top 20. These should be the top 20 that you know the best.

Start with the people who meet the following criteria:

- **Competitive / Goal Oriented** (athletes, business owners, people who have done mlm before).
- **Social Butterflies** (Who's the life of the party? Never met a stranger, popular, loves to socialize).
- **Dissatisfied People** (Who's not happy with where they are in life? Tired of the rat race, wants to spend more time with family).

As you continue past your top 20, <u>*do not pre-judge anyone*</u>… in many cases, those who you think will not join, WILL and those who you think will join, won't. Your job is not to play mind reader. Your job is to write down everyone you know on a first name basis.

With the momentum USANA is experiencing right now, please realize that EVERYONE you know… your friends… your family… your co-workers… ARE going to see USANA from someone and some of them ARE going to enroll. Make sure YOU are the first one to show them.

Since we've surpassed $1 Billion in annual sales, USANA IS becoming a household name – no doubt about it.

Who Do You Know Who…

- Is in your cell phone
- Facebook friends
- Email contacts
- Parents
- Children
- Cousins
- Aunts & Uncles
- Nieces & Nephews
- Spouse's relatives
- Co-workers
- Goes to church
- Friends from school
- Friends parents
- Loves to vacation
- Gambles
- Neighbors
- Former bosses
- Former coworkers
- Entrepreneurs
- Does or did MLM
- Past/present Military
- Is successful
- Motivated & ambitious
- Plays or played sports
- Is influential
- Is already wealthy
- Is retired
- Has a part time job
- Came to your wedding
- Gave you a biz card
- Sells Avon or Mary Kay
- Wants freedom
- Is a fundraiser
- Volunteers
- Likes team sports
- Is unemployed
- Reads books on success
- Your Chiropractor
- Is friends with someone you know
- Is a vegetarian.

Lists You Already Have.

- Holiday Cards List.
- Wedding Invite List
- Child's Birthday Invites
- Business Cards List
- Your doctor
- Your child's pediatrician
- Your accountant/CPA
- Your dentist
- Works for the government.
- In college
- Parents friends
- Waits on you at restaurants
- Works at your gas station
- Cuts your hair
- Does your nails
- Works at your bank
- Car Dealer
- Lawyer
- Works in retail
- Sells cars
- Is a teacher
- Services your car
- Repairs your house
- Is an engineer
- Is in sales
- Is a lawyer
- Likes to dance
- Likes to party
- You've met on a plane
- You've met on vacation
- Has 2 jobs
- Works too hard
- Was injured at work
- Lives in your neighborhood
- Exercises
- Is a realtor
- Delivers your mail
- Watches your children
- Sells cosmetics
- Works at the grocery store
- Has a lot of friends
- Exercises
- Hobby Buddies
- Camping Friends
- Hunting Friends
- Pharmacist
- Pharmacy Tech
- Travel Agent
- Architect
- Pet Groomer
- People in your home town

Names List

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Daily Method of Operation (DMO) Tracker

Support Your Family, Build Wealth, Create Freedom, Help Others, Have Fun :)

Week Ending Friday _____ Personal Presentation Goal _____ Support Presentation Goal _____

Master The Basics - Treat This Like a Job

Day 1	Day 2	Day 3	Day 4	Day 5	Day 6
Inner Game Reprogramming: *1st Priority for All Levels* ☐ Identity Stack ☐ Gratitude Stack ☐ Learning Stack Beginner DMO Time: ☐ Return messages & work 7 Day Tracker backwards *This is perfect follow-up! ☐ 2 New Invites (using page 3)	Inner Game Reprogramming: *1st Priority for All Levels* ☐ Identity Stack ☐ Gratitude Stack ☐ Learning Stack Beginner DMO Time: ☐ Return messages & work 7 Day Tracker backwards *This is perfect follow-up! ☐ 2 New Invites (using page 3)	Inner Game Reprogramming: *1st Priority for All Levels* ☐ Identity Stack ☐ Gratitude Stack ☐ Learning Stack Beginner DMO Time: ☐ Return messages & work 7 Day Tracker backwards *This is perfect follow-up! ☐ 2 New Invites (using page 3)	Inner Game Reprogramming: *1st Priority for All Levels* ☐ Identity Stack ☐ Gratitude Stack ☐ Learning Stack Beginner DMO Time: ☐ Return messages & work 7 Day Tracker backwards *This is perfect follow-up! ☐ 2 New Invites (using page 3)	Inner Game Reprogramming: *1st Priority for All Levels* ☐ Identity Stack ☐ Gratitude Stack ☐ Learning Stack Beginner DMO Time: ☐ Return messages & work 7 Day Tracker backwards *This is perfect follow-up! ☐ 2 New Invites (using page 3)	Inner Game Reprogramming: *1st Priority for All Levels* ☐ Identity Stack ☐ Gratitude Stack ☐ Learning Stack Beginner DMO Time: ☐ Return messages & work 7 Day Tracker backwards *This is perfect follow-up! ☐ 2 New Invites (using page 3)
Intermediate DMO Time: ☐ Return messages & work 7 Day Tracker backwards ☐ 5 Warm-ups (using page 4) ☐ 5 Close-outs (page 4) ☐ 5 Invites ☐ 1 Associate Check-In ☐ 1 Client Check-In	Intermediate DMO Time: ☐ Return messages & work 7 Day Tracker backwards ☐ 5 Warm-ups (using page 4) ☐ 5 Close-outs (page 4) ☐ 5 Invites ☐ 1 Associate Check-In ☐ 1 Client Check-In	Intermediate DMO Time: ☐ Return messages & work 7 Day Tracker backwards ☐ 5 Warm-ups (using page 4) ☐ 5 Close-outs (page 4) ☐ 5 Invites ☐ 1 Associate Check-In ☐ 1 Client Check-In	Intermediate DMO Time: ☐ Return messages & work 7 Day Tracker backwards ☐ 5 Warm-ups (using page 4) ☐ 5 Close-outs (page 4) ☐ 5 Invites ☐ 1 Associate Check-In ☐ 1 Client Check-In	Intermediate DMO Time: ☐ Return messages & work 7 Day Tracker backwards ☐ 5 Warm-ups (using page 4) ☐ 5 Close-outs (page 4) ☐ 5 Invites ☐ 1 Associate Check-In ☐ 1 Client Check-In	Intermediate DMO Time: ☐ Return messages & work 7 Day Tracker backwards ☐ 5 Warm-ups (using page 4) ☐ 5 Close-outs (page 4) ☐ 5 Invites ☐ 1 Associate Check-In ☐ 1 Client Check-In
Advanced DMO Time: ☐ 1 Post (Value or Lifestlye) ☐ Return messages & work 7 Day Tracker backwards ☐ 5 Warm-ups ☐ 5 Close-outs ☐ 5 Invites ☐ 3 Associate Check-Ins ☐ 3 Client Check-Ins ☐ Share Your Day in Stories	Advanced DMO Time: ☐ 1 Post (Value or Lifestlye) ☐ Return messages & work ☐ 7 Day Tracker backwards ☐ 5 Warm-ups ☐ 5 Close-outs ☐ 5 Invites ☐ 3 Associate Check-Ins ☐ 3 Client Check-Ins ☐ Share Your Day in Stories	Advanced DMO Time: ☐ 1 Post (Value or Lifestlye) ☐ Return messages & work ☐ 7 Day Tracker backwards ☐ 5 Warm-ups ☐ 5 Close-outs ☐ 5 Invites ☐ 3 Associate Check-Ins ☐ 3 Client Check-Ins ☐ Share Your Day in Stories	Advanced DMO Time: ☐ 1 Post (Value or Lifestlye) ☐ Return messages & work ☐ 7 Day Tracker backwards ☐ 5 Warm-ups ☐ 5 Close-outs ☐ 5 Invites ☐ 3 Associate Check-Ins ☐ 3 Client Check-Ins ☐ Share Your Day in Stories	Advanced DMO Time: ☐ 1 Post (Value or Lifestlye) ☐ Return messages & work ☐ 7 Day Tracker backwards ☐ 5 Warm-ups ☐ 5 Close-outs ☐ 5 Invites ☐ 3 Associate Check-Ins ☐ 3 Client Check-Ins ☐ Share Your Day in Stories	Advanced DMO Time: ☐ 1 Post (Value or Lifestlye) ☐ Return messages & work ☐ 7 Day Tracker backwards ☐ 5 Warm-ups ☐ 5 Close-outs ☐ 5 Invites ☐ 3 Associate Check-Ins ☐ 3 Client Check-Ins ☐ Share Your Day in Stories

For more copies: http://dmo.myteamwork.info

7 Day Tracking for Week Ending Friday: _____

For more copies visit: http://dmo.myteamwork.info

Number of Warm Ups or New Friend Requests	**Names** who responded. Warming Them Up Now. (1-2 day process)	**Names** who have been closed out. Ready to be invited tomorrow.	**Names** who have been invited with: Page 3 call, M1 or Z1.	**Names** who said YES	**Names** who agreed to a specific time	**Names** who showed up	**Names** who need to be **rescheduled**	**Names** who saw the presentation, but **need more follow-up before enrolling**
Saturday								
Sunday								
Monday								
Tuesday								
Wednesday								
Thursday								
Friday								
Total #	Total #	Total #	Total #	Total #	Total #	Total #	Total #	Total #

My Core Purpose

My core purpose is to _____. My core purpose is also to help entrepreneurs in my USANA organization to become powerful leaders and to step into their unlimited potential. To enjoy peak experiences and adventures around the world. To be an excellent _____. To leave a legacy of multi-generational love, success, wealth, and contribution to my family.

My Personal Vision Statement

_____ is one of the most iconic, trusted, and legendary figures in USANA. ___ has broken through all barriers and limiting beliefs. ___ has inspired millions of people to live up to their highest potential.

As an activist for human potential, _____ has helped create many successful associates within ____ team. ____ has redefined what is possible within USANA.

_____ also has a rock-solid relationship with all USANA corporate management. ___ is definitely trusted by them. It is a beautiful relationship and partnership. _____ is a leader that leaders are looking for. _____ has created extreme wealth for ____ leaders in every area of their lives. It is holistic and balanced wealth, with great business success, personal relationship success, financial success, health & wellness success, and dedication to growth.

Many of _____'s leaders have also become legendary figures themselves. _____ is a life-long learner, always studying and growing. This practice along with ___ fierce work ethic, competitive drive, and business ethics has allowed ____ to create one of the largest and most successful organizations in USANA. The gold standard.

_____ has achieved success while staying spiritually aligned, at peace, overjoyed with happiness, and continually inspired to transform lives. _____ maintains perfect health and ___ health is always improving. The pinnacle of ___ success is the incredible love ___ shares with ___ family.

Affirmations

I can do this!

We are enrolling great leaders
as associates who want to build everyday!

We are enrolling Ultimate Packs everyday!

We have abundant auto orders!

We attract excellent loyal leaders
& excellent loyal customers!