

MEMBERSHIP AND PERSONAL GOALS FORM



THREE WAYS TO PURCHASE ISAGENIX PRODUCTS:

1) **Retail:** You just want to try the Product ~ no interest in wholesale savings or the business.

2) **Wholesale Membership:** **\$39 Fee** 3) **Autoship Membership:** **\$29 Fee**

You are interested in long term health benefits, wholesale savings, or the business.

(One year wholesale prices, complete website, income opportunity)

GET STARTED TODAY !

Personal Info:

Name _____ Date _____

Mailing Address _____

Zip/Postal Code _____

Phone (Day) _____ Cell Phone _____

Email _____

Birth Date _____ Soc. Security# or Tax ID# _____

(Not needed for Retail, Preferred Customer, or Canada)

Shipping Address *(If different from above mailing address)* _____

Zip/Postal Code _____

Drop Ship Address *(If taking products now)* _____

Zip/Postal Code _____

Web Set Up:

(at least 6 characters)

User Name _____ Example: *www.(UserName).isagenix.com* Password _____

Health and Wealth Goals: (Optional)

1) On a scale of 1-10 ~ my motivation to improve my health and well-being is _____

2) My weight goal is to lose _____ pounds and _____ inches in _____ days or _____ week (s)

3) My personal Isagenix® health goal is mainly to be vibrant, energetic, clean and lean

4) On a scale of 1-10 ~ my interest in improving my financial well-being is _____

5) My financial goal is to earn an additional \$ _____ per month in _____ months

6) I'm interested in learning more about the Isagenix® Income Opportunity Yes _____ No _____

Initial Product Order: _____

Autoship Order: *(Your monthly Product choice)* _____

Credit or Debit Card Information:

Name on Card _____

Card Number _____ Exp. Date _____ CCV# _____

Credit Card Billing Address *(if different from above)* _____

Zip/Postal Code _____

COMPLETE AND REVIEW WITH YOUR SPONSOR

Dreams and Goals

What are your Dreams? Become crystal clear on why you are doing your Isagenix business. Whatever you can do or dream you can, do it. Boldness has genius, power, and magic in it.

Close your eyes and visualize your dreams for at least 17 seconds, twice a day. Do your dreams include having more money? Do they include living in a luxury home? Where is your home located? Imagine the plush carpet, the leather easy chair, the warm fireplace, and the gourmet kitchen or new car in the garage. What color is your new car? What kind of vehicle is it? Where will you go in it? How will you look in it?

Are you doing your Isagenix business because you want to do something meaningful in your life? How would you like to help others? What would you like others to receive from being involved with Isagenix?

Do you dream of more free time? What would you do with that time? Would you spend more time with the kids? What would you do with them? Would you travel? Where would you go?

Focus on your dreams daily, protect them and never let anyone steal your dreams. Hold on tight—until they come true!

These are my dreams:

Health and/or Weight: _____

Financial: 6 mos _____
1 year: _____
2 years: _____

Personal: _____

Others: _____

Work Sheet

[Empty rounded rectangular box]

LEFT TEAM

RIGHT TEAM

Name: _____
Number: _____

Name: _____
Number: _____

Name: _____
Number: _____

Name: _____
Number: _____

Name: _____
Number: _____

Name: _____
Number: _____

Name: _____
Number: _____

Name: _____
Number: _____

Name: _____
Number: _____

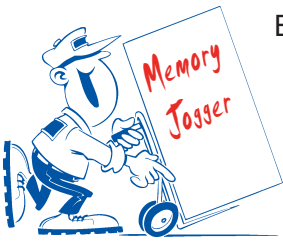
Name: _____
Number: _____

Name: _____
Number: _____

Name: _____
Number: _____

Name: _____
Number: _____

Name: _____
Number: _____



Below is a "Memory Jogger" to help you create an initial list of friends and contacts whom you know. These people could be a valuable resource for you because people tend to do business with people whom they "know, like and trust" and THESE people already know, like and trust YOU.

Many could be open and happy to hear about your new Isagenix venture and how it could help them.

People today are looking for ways to help them Look Good, Feel Great . . . Lose Weight . . . and make Extra Money. With our economic uncertainty many are looking for alternate ways to make money or are simply in debt ~ and they need a way to generate MORE income. YOU have a good solution for them . . . Isagenix !

Keep this list handy to refresh your memory ~ and keep adding names.

INSTRUCTIONS:

- Identify 20 people you know. List them on the bottom right.
- Need help with your 20 ? Review the list from the "Jogger" below.
- Now prioritize the list from 1 to 20.
- Transfer the top 10 to the column on top right. Add the phone numbers.
- Review your list with your sponsor and strategize approach.
- Call your Top Ten or schedule 3-ways with your sponsor.

ONCE YOU'VE GONE THROUGH YOUR LIST ~ START ANOTHER ONE.

WHO DO YOU KNOW WHO . . .

- is health-conscious
- is concerned about their weight
- needs deeper sleep ~ less stress
- wants more energy
- wants to make more money
- is a champion ~ loves a challenge
- is self-motivated
- is enthusiastic
- is entrepreneurial
- is organized
- has a good telephone personality
- has Desire and DRIVE
- is a people person ~ Team Player
- has character and integrity
- is dependable
- is fun and friendly
- is a fitness or sports enthusiast
- has computer and internet skills

WHO DO YOU KNOW WHO IS A . . .

- Network Marketer ~ Networker
- teacher
- engineer
- salesperson
- Alternative Health Practitioner
- nutritionist
- chiropractor
- veterinarian
- dentist
- physician
- Personal Trainer
- body-builder
- hair stylist
- esthetician
- massage therapist
- police officer
- real estate agent
- secretary ~ office manager
- restaurateur
- butcher
- waitress ~ waiter
- mechanic
- bridal shop owner ~ manager
- health store owner ~ manager

WHO YOU SEE AT . . .

- the fitness club
- the golf club
- the hair salon
- the bank
- the spa
- the tennis club
- the cleaners
- the Day Care



PRIORITY LIST

Top 10 Names	Telephone
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
7. _____	_____
8. _____	_____
9. _____	_____
10. _____	_____

CONTACT LIST

Top 20 Names	Priority: 1 to 20
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
7. _____	_____
8. _____	_____
9. _____	_____
10. _____	_____
11. _____	_____
12. _____	_____
13. _____	_____
14. _____	_____
15. _____	_____
16. _____	_____
17. _____	_____
18. _____	_____
19. _____	_____
20. _____	_____

CONTACT LIST

NAME	TELEPHONE	DATE CONTACTED	COMMENTS
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			
11.			
12.			
13.			
14.			
15.			
16.			
17.			
18.			
19.			
20.			
21.			
22.			
23.			
24.			
25.			
26.			
27.			
28.			
29.			
30.			
31.			
32.			
33.			
34.			
35.			

HANDLING OBJECTIONS . . . ADDRESSING CONCERNS

Questions (or concerns) during your Isagenix® presentation or even while just talking to a prospect are a positive sign. It shows that they are listening and even more importantly thinking about what you are saying.

At some point however, it is almost certain that your prospect will voice questions or objections based not on facts, but on FEELINGS. These may be feelings about themselves, the industry, or simply about starting something new (change).

If your prospect is genuinely interested, then what you are really being asked is to help them solve a problem. The first step in solving any problem is to be certain that you are solving the right problem. Clarify first. Make sure you understand the concern or the question.

Restate your prospect's objection as a question. This is a great strategy that can get you out of "defending" a negative ~ and get you into being a "problem-solver" instead.

A tried and proven method for dealing with your prospect's concerns is FEEL, FELT, FOUND.

This system involves three simple steps:

1. **FEEL:** I understand how you FEEL . . .

You are acknowledging the concern

2. **FELT:** I have (others have) FELT the same way . . .

You are pointing out why that is a valid concern

3. **FOUND:** What I FOUND (others found) was . . .

You are defusing the concern and providing a reason without telling the prospect they are wrong or being defensive.

The key to using this technique successfully is sincerity. If you have a personal experience that you can share with this approach ~ you are well on your way to solving your prospect's problem. This also begins building a relationship with them ~ showing them you care ~ which is a key element of success in Network Marketing (and in Life).

Your prospect's concerns will often fall into one of four categories:

1. "I don't have the time."

Response: *I understand how you might FEEL that you don't have time to start your own business. Our lives are so busy these days. I FELT the same way when I first thought about it, however, I FOUND that with all the great training materials and team support to help me get organized ~ I could find a few hours to take some easy first steps.*

You might also want to mention that success in Network Marketing puts you in control of your time. A small investment of your time now will pay off in a lifetime of freedom.

2. “I don’t have the money.”

Response: *I understand how you FEEL. In fact, I FELT much the same way in the beginning ~ that the initial investment was difficult to find. Then I FOUND that with Isagenix® ~ you’re not putting out money for a gadget you’ll never use ~ or an inventory of products you have to sell. Instead you are redirecting a small portion of your grocery spending into a month’s supply of highly nutritious food ~ superfood that will give you immediate results in increased energy and vibrant health . . . and weight loss as a side benefit !*

In order to build any business you must make an investment. The Isagenix® investment is in yourself. You use the product and create your own story about the great results and benefits you feel. Then you use that story to build your team.

3. “I don’t know enough people.”

Response: *I understand how you FEEL. Many people FELT that they needed to have a ton of friends to sell to. What they FOUND is that it’s not how many people you know. What counts more is finding the right kind of people who are interested in making a change to improve their health ~ or their wealth ~ or both.*

In Isagenix® ~ we work as a Team to learn and build the skills we need to find the right people to invite into our Network.

4. “I don’t like sales.”

Response: *I understand how you FEEL. Most of the people I talk to FELT like you do at first. However ~ what I have FOUND is that when you use the product yourself ~ get great results and develop your own story ~ it becomes almost an obligation to share that valuable information with others. So let’s get you comfortable with the product.*

Professional Networkers do not see themselves as salespeople. They build relationships. They develop people. They enable people to grow profitable businesses ~ and along the way they share a product they believe in.

Relationship-selling is much like sharing information about a good movie or restaurant. Of course, Networkers sometimes fall into the trap of being pushy, overbearing sales people, and when they do, the encounter is not usually productive.

The true art of sales is one person providing another with something of value that they desire.

If you truly enjoy networking and talking with people ~ you will be open to addressing their concerns. Again, objections are good. They show that people are interested and listening and that the dialogue is moving forward. Have fun. Treat everyone with respect ~ and you’ll receive respect in return.

Opportunity Knocks

Have You Ever Been Asked . . . is This One of Those Pyramid Schemes ?

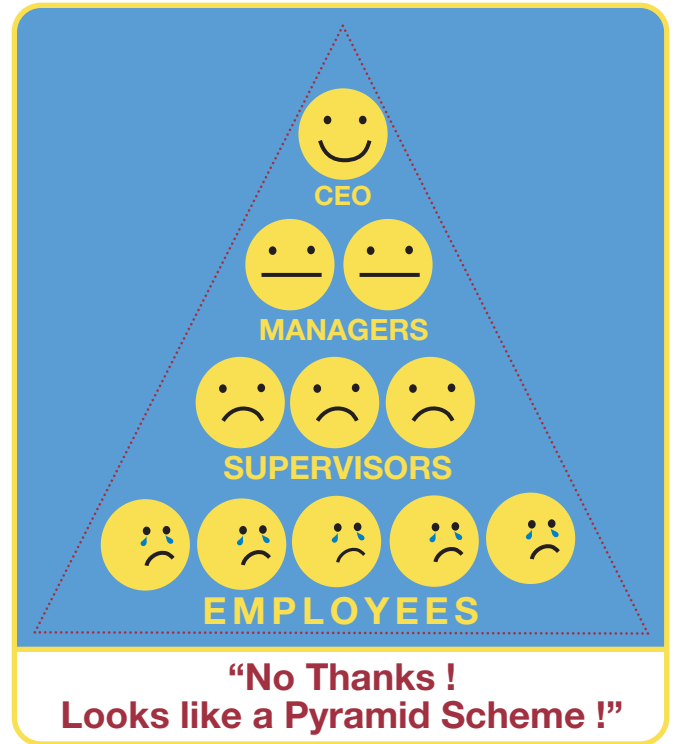
For those new to the Network Marketing Profession . . . and perhaps those "not so new" . . . here is an interesting, fun way to see how it relates to the "traditional" Corporate Management / Employee arrangement . . .

Unlike the "typical" Corporate structure . . .

**There is "unlimited" room at the top . . .
in Network Marketing.**

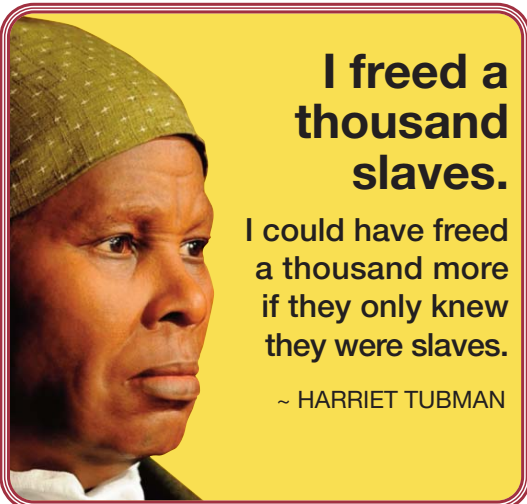
YOU are your own CEO !!

Contrary to the old 'Myth' about 'Pyramids' . . . a lot of people on the bottom working hard to make a few people on the top rich . . . in Network Marketing the Top Leaders know that their success is in direct proportion to their ability to help others rise to the top with them ! They succeed . . . you succeed . . .
In Network Marketing . . . Everyone Wins !

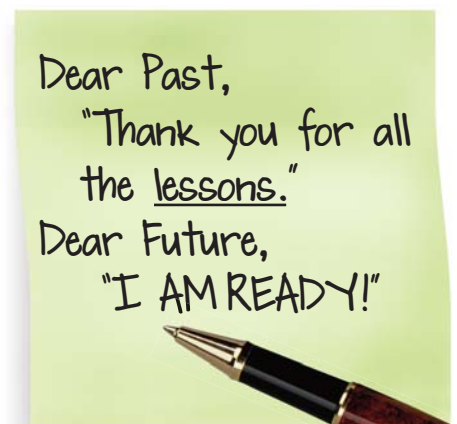


NETWORK MARKETING could be YOUR ticket to FREEDOM . . .

. . . if you WANT to be FREE !!



READY for a CHANGE ?



**Our 'Passion' is helping people who desire a better way . . .
Call Us . . . Learn More . . . Join our Happy, Prosperous Team !**

Pyramid Schemes

QUESTION . . . IS THIS ONE OF THOSE PYRAMID SCHEMES ?

ANSWER . . . “CLARIFY QUESTION” . . . THEN APPLY FEEL, FELT, FOUND

..... **CLARIFY**

- **ANSWER:** Good question ! What is your **concern** about “Pyramids” ? Have you had some experience with Pyramids ? Tell me more about that.
- *“I heard they were illegal and nothing but scams and they make me nervous”.*

..... **APPLY FEEL, FELT, FOUND**

- I totally understand how you **FEEL**. Many people **FELT** just like you when they first heard about Network Marketing.
- But upon closer examination . . . we **FOUND** that the PYRAMID SCAM exists basically when no REAL product or service is sold ~ and you make money solely from recruiting people. In other words ~ a money scheme. This is illegal and makes me nervous too ~ and in the long run, with these kinds of schemes ~ people lose their money.
- A REAL business (Network Marketing) exists when a REAL product is sold for a commission. Isagenix™ is a REAL business. We sell the finest Nutrition and Cleansing System and receive a healthy commission for doing so.
- Our organizational structure does resemble that of a Pyramid ~ like other large Corporations ~ say for example, Air Canada. Air Canada has ONE CEO heading up the organization. He is also the only Air Canada employee making more than one million dollars per year. In Isagenix™ ~ we have multiple organizations ~ or Pyramids ~ if you will. Every one of us is a CEO controlling one organization within the framework of a large Team (Corporation).
- With the Isagenix™ Team-Building Plan ~ 12 individuals have achieved an income of over \$1 million per year. Ninety-six (96) have earned at least one million dollars accumulated over the first 11 years !
- I think you may find that you will be very comfortable being your own CEO ~ within your own (legal) Pyramid ~ and within our happy Team !

NOTE: *Fortune Magazine has referred to Network Marketing and Direct Selling as the ‘best kept secret in the business world’. It has experienced 91% growth in the last 10 years ~ with annual sales in excess of \$30 Billion in the US and \$100 Billion worldwide. Financial experts say it’s a “recession-proof” industry.*

Earning levels for Isagenix Independent Associates that appear in this publication are examples and should not be construed as typical or average. Income level achievements are dependent upon the individual Associate’s business skills, personal ambition, time, commitment, activity and demographic factors. For average earnings, see the Isagenix Independent Associate Earnings Statement found at www.IsagenixEarnings.com.