

FIRST THINGS FIRST:

The Do's & Don'ts of Building A Successful Melaleuca Business

Don't speak to anyone about Melaleuca until you have completed Steps 1-3 and teamed up with your enroller or someone in your support team. A number of potential Executive Directors have "Blown It" because they acted too quickly.



Don't mention *anything* to *anyone* just yet. This has nothing to do with your level of skill. As good as you may be, allow yourself to be guided and trained in the early months of your business.

Don't re-invent the wheel. We already know what works and what does not. Allow us to share our *knowledge* and *experience* with you, because we are your support team.

Don't give 5 minute "Presentations" of Melaleuca, over the telephone or in person.

Don't work by yourself. Work with a **TEAM (Together Everyone Achieves More)**. This is a "**We**" business and your support team is here to assist you.

Don't enroll and then indicate your intent to be a serious business builder and do nothing for the first month or two. If you don't get started early, it is likely you will never progress in building your business or make any money. (We know this from personal experience and company statistics)

Don't associate with negative people.

Don't listen to your friends and relatives who are living from paycheck to paycheck and are telling you that this doesn't work. Focus and build a business, then offer to show them the opportunity. Remember, "**Anyone Can Be Successful**"

Do have a clear understanding of Consumer Direct Marketing (which we are) and Multi-Level Marketing (which we are not). Attached is a Comparison Chart.



Do help your new enrollees get a check. This is the best thing you can do to solidify the reality of the business for your enrollees.

Do make every effort to attend as many functions as is possible, especially in the beginning.

Do associate with successful people. Watch what they do and learn.
"If you do what successful people do, you yourself will be successful."