

STEP 4



The attached **Goals And Hours Of Availability WORKSHEET** need to be completed prior to your scheduled 48 Hour Follow-up. Do this as soon as possible and FAX the forms to your enroller. The sooner it gets done, the sooner your support team can help you to begin your business. To start, Review **Category Descriptions 1–3** on the following page and select the one that meets your goals. Fill out the above mentioned form based on that selection.



HOW YOU WOULD LIKE TO PARTICIPATE

Melaleuca will enhance your life, depending on your personal needs, goals and lifestyle. Please read over the following categories and select the category that best describes YOU. You can change your category at any time - but in order to help you best, please tell us which one you fall into.

1. Becoming A Preferred Customer

- Shop direct and qualify for product discounts
- As a Marketing Executive, perhaps refer a customer from time to time.
- Save money and time, and earn up to 10% (13% CDN) in Advantage Dollars for free product)

2. Developing a Part-Time Referral Business

- Join in our Referral Marketing with a few hours a week
- Earn \$500-\$5,000 each month depending on your time and consistent effort

3. Developing a Significant Referral Business

- Put in a serious effort—20+ hours each week
- Earn \$5,000-\$20,000 each month or more with a serious, consistent effort.

STEP 5



Please see **MELALEUCA CONTACT LIST** pages attached. You can now begin to build an inventory of potential customers. Include all of the people you know who can benefit from superior quality Melaleuca products and save money with our Preferred Customer benefits. Never prejudice anyone; people's lives change every day. You never know when an opportunity like Melaleuca will be the answer they're looking for. Keep this list with you always and update it continuously.

Goals And Hours Of Availability

WORKSHEET

My Goals

I have selected Category _____ and would like my Melaleuca business to bring \$_____ per month of residual income my household. Each week I will do the following five activities to me toward my desired level of residual income.



into
move

1. _____
2. _____
3. _____
4. _____
5. _____

My Hours Of Availability:

These are the hours that I can consistently devote to my Melaleuca business:



| | Mon | Tues | Wed | Thur | Fri | Sat | Sun | Total |
|-------|-----|------|-----|------|-----|-----|-----|-------|
| Hours | | | | | | | | |

Please use the 90 Day Actual Hours Chart and update on a daily basis. This will allow your support team to guide you to success.

I agree to allow my mentors to support me aggressively to reach my goals.
X _____



Note: A Yale University graduating class was asked whether they had written down their goals. Less than 3% of the class had written them down. 20 years later, a study was done to determine who had achieved their goals. The 3% who had written goals earned more money per year than the other 97% combined!