



## GETTING STARTED Creating Your Business Plan

**Welcome to Melaleuca and AdvancingWithUs!**

**The 'Last Business You Will Ever Have to Build'. Please be 'coachable'. We teach what works.**

1. **What is your "Why"? Why are you building a Melaleuca business?**

What is Your Why?

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2. **Designate target date for income goal**

**This Month? 6 Months? 1 Year? 3 Years?**

**Monthly Income Target**

**Status - qualifications**

**Target Date**

- \$ **500 Director** - Enroll 8 customers..... \_\_\_\_\_
- \$ **1,000 Director III** - Enroll 11 Customers, 1 Director, 2500 volume (~25-60 total org cust)..... \_\_\_\_\_
- \$ **5,000 Senior Director** - Enroll 20 Customers, 5 Directors, 20,000 volume. (~450 total org cust)..... \_\_\_\_\_
- \$ **13,000 Executive Director**- Enroll 20 Customers,10 Directors,50,000 volume(~1050 total org cust)..... \_\_\_\_\_
- \$ **107,000 Corporate Director** -Enroll 20 Cust10 Dir., 5 Exec. Dir., 250,000 volume(~5000 total org cust) . \_\_\_\_\_

Choose Your Income Goal

3. **Your Business Hours**

Circle the Days you will commit to your business: **M, T, W, TH, F, S, S**

Hours per day: \_\_\_\_\_

Which hours specifically: \_\_\_\_\_

What are Your Business Hours

4. **CREATE YOUR CONTACT LIST**

*Eventually at least 100 names and numbers or more  
Do Not Prejudge anyone! Lets Begin.*

Contact List  
  
HOW YOU CAN HELP THEM

	<u>Refrigerator List</u> <b>START HERE</b>	<u>People in M.L.M.</u> <b>CALL WITH ENROLLER</b>	<u>Chicken List</u> <b>CALL WITH ENROLLER</b>	<u>Product List</u> <u>Safer/Healthier Products</u>	<u>HOW YOU CAN HELP THEM</u>
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I will watch the 'Creating Your Contact List' training on or before \_\_\_\_\_, to expand my list.  
(see page 5 of this document)

**5. The PaceSetter Program - one of over 30 income streams in the Melaleuca Compensation Plan.**

## THE PACESETTER PROGRAM

**EXAMPLE**  
If you enroll on August 15, August would be your month of enrollment. You have two calendar months—September and October, in this case—to achieve Director status. You would then need to advance one Director status level each month to continue on PaceSetter time frame.

**PACESETTER DIRECTOR BONUS**  
The PaceSetter Program is part of Melaleuca's Compensation Plan. New enrollees can earn up to \$200 when they buy a Career Pack or Value Pack and become a Director. This bonus rewards new enrollees for moving rapidly to Director level.

**The new enrollee (who earns \$200)**

1. becomes a Preferred Customer, and
2. buys a Value or Career Pack, and
3. becomes a Director within the first two calendar months following the month of enrollment.

**PACESETTER DIRECTOR BONUS FOR DIRECTORS & SENIOR DIRECTORS**  
Advancing Directors through Directors IX, and Advancing Senior Directors through Senior Directors IX, can double their One-Time Leadership Bonuses each time they advance, depending on whether they meet the PaceSetter timeline.

PaceSetter Bonuses

Double Your Income

New PaceSetter Director						
Status	One-Time Advancement Bonus	PaceSetter Director Bonus	Minimum # of Personally Enrolled Customers	Average Leadership Points Required	Personal Directors Required	Months to Qualify from Time of Enrollment
Director	\$100	\$200	8	1*	0	2 Months
Director II	\$200	\$400	10	2	0	3 Months
Director III	\$300	\$600	11	3	1	4 Months
Director IV	\$400	\$800	12	4	2	5 Months
Director V	\$500	\$1,000	13	5	2	6 Months
Director VI	\$600	\$1,200	14	6	3	7 Months
Director VII	\$700	\$1,400	15	7	3	8 Months
Director III	\$800	\$1,600	16	8	4	9 Months
Director IX	\$1,000	\$2,000	18	9	4	10 Months
Senior Director	\$2,000	\$4,000	20	10	5	Months Since Achieving Senior Director

**\$6,600**      **\$13,200**

Reference 2

### Value Pack

Save **34%** off the Preferred Customer price  
**\$199** (Regular Price: \$310)

\$489

With PaceSetter Pack

INCLUDES:

- 10 Membership Kits **\$29 each**
- 5 Getting Started CD Sets **FREE**
- 1 Renew™ Referral Pack **FREE**
- 100 Personalized Business Cards **FREE**

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Reference 3

### Career Pack

Save **30%** off the Preferred Customer price  
**\$299** (Regular Price: \$431)

\$589

With PaceSetter Pack

INCLUDES:

- 10 Membership Kits **\$29 each**
- 5 Getting Started CD Sets **FREE**
- 1 Renew™ Referral Pack **FREE**
- 100 Personalized Business Cards **FREE**

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**6. YOUR FIRST ORDER - Categories 2 and 3**

- ✓ Order a Value, Career or PaceSetter Pack to earn PaceSetter Bonuses \$13,200!
- ✓ Convert your home and to become an advocate of the product line.
- ✓ Make sure that you order Membership Kits to have on hand to enroll your customers.
- ✓ They are refundable and risk free and they are necessary to building a solid business

I will order (circle one): Value Pack, Career Pack, Value PaceSetter Pack, Career PaceSetter Pack

Your First Order

**7. MAKE APPROACHES** - Create Excitement, Curiosity and Interest. Your objective is to set the appointment. Keep it to 2 to 3 minutes. Any longer and you are saying too much and you will not get the appointment. Do not explain the concept. Text, E-vite, Facebook etc., approaches will **NOT** work. Phone or in person approaches only.

How to Approach  
HOW CAN YOU HELP THEM

**Approach I**

Partner, Specialize, Help, Show...

"Hello \_\_\_\_\_, this is (your name) do you have a minute? Great! Listen, I just partnered with a company that Specializes in helping ... (insert reason) and I'd like to show you more about this. What works best for you morning or evening, today or tomorrow? Set the appointment. **You can customize this to anyone.**

**Examples:**

- I partnered with a company that specializes in helping Realtors bridge the gap between closings.
- I partnered with a company that specializes in helping stay at home moms create additional income.
- I partnered with a company that specializes in helping families who need additional income.
- I partnered with a company that specializes in helping children who suffer from eczema and dry skin.
- I partnered with a company that specializes in helping families who have just lost their job.

**Approach II**

How Can I Help?

Hi \_\_\_\_\_, This is \_\_\_\_\_. Do you have a minute? The reason I am calling is that I have started working for a new company and you came to mind right away because....

- I know your daughter has eczema and this company has products that are great for that.
- I know you are looking for a way to earn some extra income and thought you'd be great at this business.
- I know that you are into running and this company has great sports products that runners love.

**...with any approach ALWAYS GIVE 2 CHOICES when booking presentations:**

...When can we get together? Would days or evenings work better?...Would Monday or Tuesday work better?...Would 4 or 5 work better? Set the appointment.

How to Handle Objections

*Objections: An objection simply means "I don't have enough information to make an intelligent decision."*

**OBJECTION (COMMON QUESTIONS) (answer the question and set a time for the overview)**

- **What is it?**
  - A 26 year old company that manufactures green products right here in the U.S.A. Set the appointment.
- **Can you tell me about it?**
  - It takes about 45 minutes to see all of the facts. Set the appointment.
- **I have already heard of Melaleuca.**
  - Well, then you didn't see what I saw, how about we look again together. Set the appointment.
- **Is this a pyramid?**
  - No, and you will see that in the overview. Set the appointment.
- **Is this Amway or a MLM company?**
  - No. It's nothing like that. Is today or tomorrow better? Set the appointment.
- **What are you selling?**
  - I'm not selling anything...I am doing marketing and advertising...and you will hear all about it during the overview. Set the appointment.
- **Can you tell me the highlights?**
  - I really want you to hear the whole overview from A-Z, so you can make an educated decision if this is a fit for you. Set the appointment.

**Handling ANY Objection:**

"I know that you have questions, but this is visual and you need to see it to understand it. I guarantee that it won't be a waste of time. Lets get together so you may get all of the facts and make an educated decision."

If after the third attempt if they are not willing to see a presentation then let them know that it is okay and that you will call them back in a few weeks. DO NOT get defensive or start explaining Melaleuca or you will lose the contact. Put them on your follow up list. **BE SURE TO FOLLOW UP!**

I will watch the 'Setting Appointments like a Pro' training on or before \_\_\_\_\_, to increase my knowledge on setting appointments. (see page 5 of this document)

My  
Commitment  
to get to  
Director this  
month

**8. DIRECTOR THIS MONTH COMMITMENT**

What is in it for you?

- 1. Your picture in the Leadership in Action Magazine (online and print).
- 2. Create a compelling story that will motivate others in your organization into action.
- 3. This month's promotion: \_\_\_\_\_.
- 4. You could earn between \$400 and \$1,000 this month.

Getting to Director this month could result in about \$150 + in monthly residual income or an extra \$2,000 per year.

- 1. \_\_\_\_\_  
My Commitment Signature/Date

Remember: Nothing happens without action. So, let's get started today.

**ENROLLER's PROMISE:**

To do all that I can in assisting you with achieving your goals.

\_\_\_\_\_  
Enrollers Signature/Date

**\*\*\*\* Copy the first 4 pages of this document and give to your enroller \*\*\*\***

**9. MAKING PRESENTATIONS**

Team up with your enroller. Your enroller should do all of your presentations for you until you are at least a Director II or III. Make the dates for:

- In Home Presentation Date ( 2 dates): \_\_\_\_\_ , \_\_\_\_\_  
(Normally half will show so if you invite 20 then 10 will make it -do not take this personally)
- One -on-One Presentation Dates: \_\_\_\_\_ , \_\_\_\_\_ , \_\_\_\_\_ , \_\_\_\_\_
- Webinar Presentation Dates: \_\_\_\_\_ , \_\_\_\_\_ , \_\_\_\_\_ , \_\_\_\_\_

How  
to  
Make  
Presentations

Go to the Presentation Calendar in your AdvancingWithUs.com site for over 20 live weekly webinars times.

**You need your own AdvancingWithUs Site & Access Password to send guests to the AWU Webinars**

**SEE NEXT PAGE FOR INSTRUCTIONS ON GETTING YOUR SITE.**

**9. ENROLLING NEW CUSTOMERS AND MARKETING EXECUTIVES**

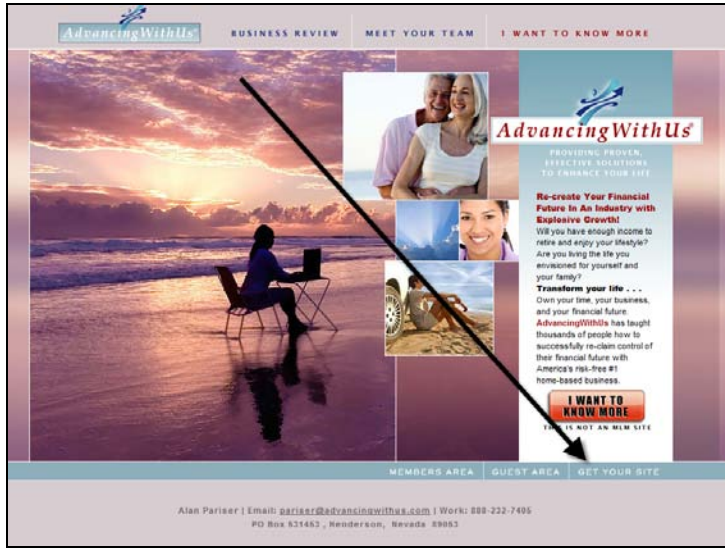
Enrolling new customers and Marketing Executives is as simple as 3-way calling them to Melaleuca at 1-800-742-9560. Do this immediately after the presentation.

How to  
Enroll  
Customers



**11. Get your AdvancingWithUs Inc. training site -- THIS SITE IS DIFFERENT THAN MELALEUCA.COM**

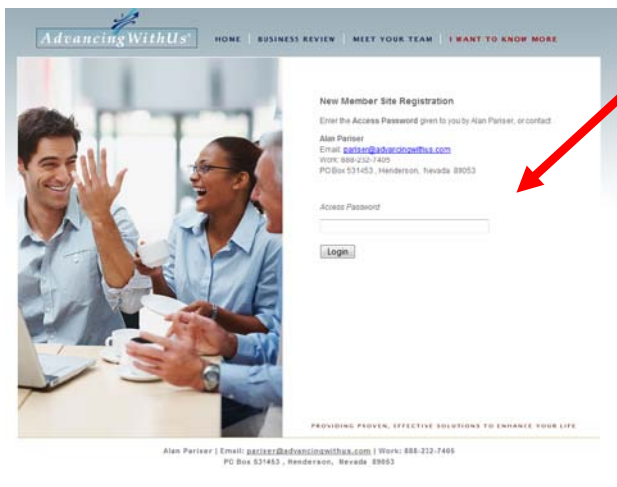
- go to [www.AdvancingWithUs.com](http://www.AdvancingWithUs.com)
- click on 'Get Your Site'



**"Knowledge is Power"**  
Set up your AdvancingWithUs site for in depth training on building your business.

**www**  
is your  
**Access Password**

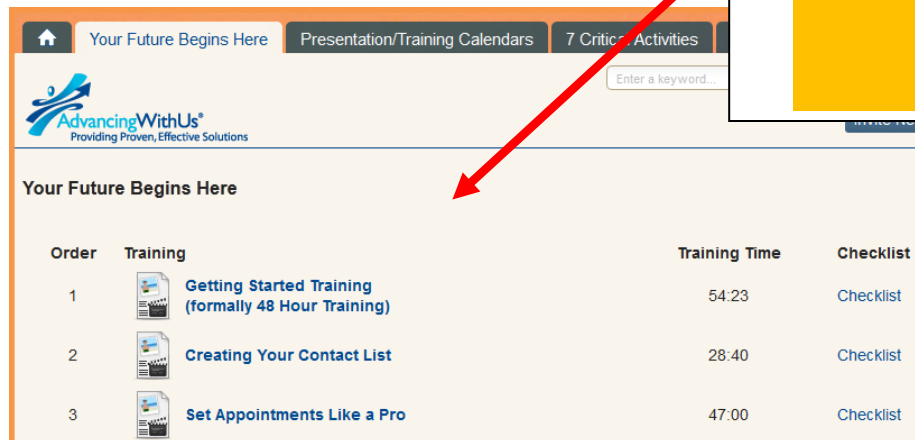
Enter your Access Password which is **www**



Create your own unique site and an Access Password to give to your Guests for webinar presentations and to get their own AWU Site

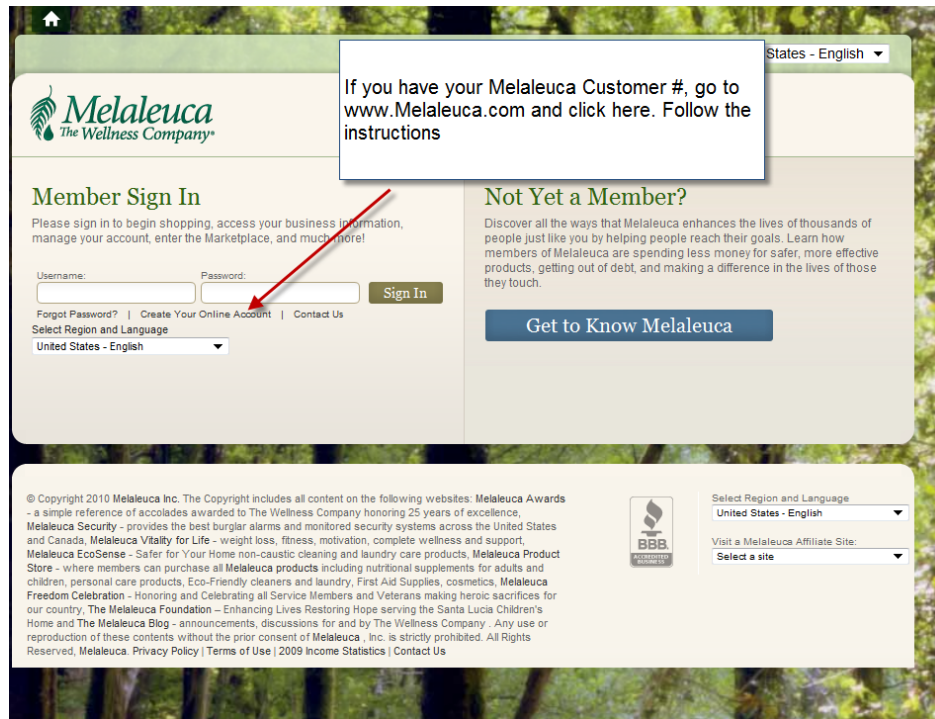
**Begin with the trainings in**  
**Your Future Begins Here**

1. Getting Started
2. Creating Your Contact list
3. Setting Appointments Like a Pro



**12. Create your Melaleuca account to place your orders, enroll customers & keep track of your organization. THIS SITE IS DIFFERENT THAN YOUR ADVANCINGWITHUS SITE.**

After you enroll as a Preferred Customer, go to [www.Melaleuca.com](http://www.Melaleuca.com) click on "Create Your Online Account." Or Call Melaleuca Support Services Support at 800-742-2444 for help.



**Important  
Contact Information**

**Your Enrollers Contact Information:**

Name Sondra and Alan Pariser  
 Phone Sondra 702-489-6242 Alan 702-489-6252  
 E-mail SondraPariser@gmail.com Pariser@AdvancingWithUs.com

**Melaleuca Information:**

**Hours of Operation:**  
**Mon. - Fri. 6 a.m. - 10 p.m. MTN.**  
**Sat. 7 a.m. - 5 p.m. MTN.**

**Closed Sunday**

Order Line - 800-282-3000  
 Express Verification (enrollments) - 800-742-9560

Product Information Line - 800-742-8094

Services Support - 800-742-2444  
 Fax - 888-528-2090

Customer Assistance - 800-742-9560

Be Sure to check out all of the exciting information at:

- [www.Melaleuca.com](http://www.Melaleuca.com)
- [www.WhyIloveMelaleuca.com](http://www.WhyIloveMelaleuca.com)
- [www.MelaleucaAwards.com](http://www.MelaleucaAwards.com)
- [www.VitalityForLife.com](http://www.VitalityForLife.com)
- [www.SaferForYourHome.com](http://www.SaferForYourHome.com)
- [www.MelaleucaBlog.com](http://www.MelaleucaBlog.com)
- [www.FrankVandersloot.info](http://www.FrankVandersloot.info)

**Facebook**

[www.facebook.com/melaleuca](http://www.facebook.com/melaleuca)

**Twitter**

<http://twitter.com/Melaleuca>