



90-DAY GAME PLAN



GET READY TO PUT **YOUR 90-DAY GAME PLAN INTO ACTION**

Dear Isagenix® Top Leader,

Thank you for helping make 2013 one of the best years yet for Isagenix! We couldn't have done it without top leaders like you.

You're now holding one of the greatest tools in your Isagenix business-building arsenal. This book helps you effectively implement your Isagenix 90-Day Game Plan. A 90-Day Game Plan could change your life forever. When you map out your 90-day goals, you put you and your team on the fast track for success. Who knows? You could even become our next Isagenix Millionaire, simply by planning daily and developing your team. Start by going for six figures and beyond. Then help others do the same.

Use this guide to keep track of important Isagenix events and promotions to optimize your sales strategies. We've even included promotional flyers to build your business. You can write down your plans in this book so you always have your next steps on hand.

Want to achieve really amazing results? Share your "why?" Make your plan public, and share your goals. You know we'll be in your corner, cheering you on! Let us know how you're doing with your 90-Day Game Plan by emailing Product.Testimonials@IsagenixCorp.com.

Together We Will!
To Your Success,

Kathy

Kathy Coover

Isagenix Co-Founder & Executive Vice President



90-DAY GAME PLAN

MAKE THE DECISION

1. WHY DO A 90-DAY GAME PLAN?

2. WHAT IS YOUR STORY?

Why are you doing this? Who are you helping or benefitting? What kind of people are you looking for?

Start your story with the Why, How, What.

Example: "I believe all parents deserve to spend more time with their children. I show people a way to stay home and provide an income to facilitate this dream."

Why?

How?

What?

To learn more about this concept go to www.ted.com and in the search bar type in "Simon Sinek: How great leaders inspire action" or use the following QR code.



SET YOURSELF UP FOR SUCCESS

1. ELIMINATE DISTRACTIONS

I will stop...

spending too much time in front of the TV, on Facebook, gossiping, etc.

I will start...

organizing my office, smiling more, carrying Isagenix products around, etc.

2. GET YOUR BUSINESS SET

What do you need to get your business running?

If you're new to the business, maybe it's an office, phone, computer, whiteboard or Facebook page.

If your business is more seasoned (2-Star Golden Circle or above) continue to check the Blueprint, Weekly Achievers or Executive reports in your Back Office. Or maybe you want to better team communication with an ongoing newsletter or Facebook group.

What day next week will you get/access this?

Blueprint and leadership reports are found in the Associate Back Office under "Team/View Downline Reports." Weekly Achievers is only for 2-Star Golden Circle and above and can be found under the "Leadership" tab in the Associate Back Office. If you do not have a "Leadership" tab and are a 2-Star Golden Circle or above, please contact Compliance@IsagenixCorp.com to find out how you can receive Weekly Achievers.

3. FULL TIME/PART TIME

What are your business hours?

What are your personal/family hours?

THE FACTS

If you enroll 20 people: 12 will do something and 8 will do nothing.

Within 60 days: You will have 8 people doing something.

In 4 months: You will have 6 team members doing something.

In 9 months: You will have 4 team members doing something.

In 1 year: 1 team member will be accounting for 80% of your income and 3 team members will be accounting for 20% of your income.

IF YOU ARE FULL TIME...

Do you commit to enrolling 20 new people during the first 6 weeks of your 90-Day Game Plan?

Yes No

IF YOU ARE PART TIME...

Do you commit to enrolling 10 new people during the first 6 weeks of your 90-Day Game Plan?

Yes No

4. NEW PRODUCTS

Introduce the new products and product in the spotlight to 10 current team members and 10 prospects.

I will introduce new products to...

TEAM MEMBERS:

1.

2.

3.

4.

5.

6.

7.

8.

9.

10.

PROSPECTS:

1.

2.

3.

4.

5.

6.

7.

8.

9.

10.



DEVELOP YOUR TEAM

1. LOCK ARMS WITH 5 TEAM MEMBERS

1. Name:

2. Name:

3. Name:

4. Name:

5. Name:

Who is/will be on your IsaDerby™ team?

To register your team, log into your Back Office and click on "Contests & Promotions."

1.

2.

3.

4.

5.

Did you know? Associates who participate in IsaDerby have some of the highest retention rates in Isagenix?

NOTES:



2. WHAT DOES COACHING LOOK LIKE?

*Step 1 - Have a team member **watch/listen** to you do a 3-way call.*

*Step 2 - Have a team member **help** you do a 3-way call.*

*Step 3 - Have a team member **do** a 3-way call with your **help**.*

*Step 4 - Have a team member **do** a 3-way call as you **watch/listen**.*

*Step 5 - Have a team member **do** a 3-way call and **report** back to you.*

*Step 6 - Have a team member **do** a 3-way call while their **new team member** watches/listens.*

GOAL SETTING

What goals do your team members want to accomplish in the next 90 days? Ask them!

Name: _____

Goal: _____

Name: _____

Goal: _____

Name: _____

Goal: _____

Name: _____

Goal: _____

Name: _____

Goal: _____



The key to success is urgency.

Cycle Payouts

Rank	Weekly Cycles	Income*
Consultant/Executive	1 Cycle	\$2,808.00 per year
Consultant/Executive	5 Cycles	\$14,040.00 per year
1 Star Silver/Golden Circle	10 Cycles	\$28,000 - \$53,000 per year
2 Star Silver/Golden Circle	20 Cycles	\$56,000 - \$109,000 per year
3 Star Silver/Golden Circle	40 Cycles	\$112,000 - \$165,000 per year
4 Star Silver/Golden Circle	60 Cycles	\$168,000 - \$278,000 per year
5 Star Silver/Golden Circle	100 Cycles	\$280,000 - \$417,000 per year
6 Star Silver/Golden Circle	150 Cycles	\$420,000 - \$554,493 per year
7 Star Silver/Golden Circle	200 Cycles	\$557,280 - \$693,813 per year
8 Star Silver/Golden Circle	250 Cycles	\$696,600 and up per year

Note: Isagenix will count Team Cycle Bonuses, PIBs and Matching Team Cycle Bonuses toward qualification.



Where do you see yourself?

* 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.

COACHING

How can I best coach my 5 team members to their goals? Plan it out. Show them “You + Two, Them +2” and the rank advancement maps.

Coaching varies depending on the person. Tailor your coaching method to your team members' needs.

1. Name:

Date to Go Over Rank Advancement Map:

Best Coaching Method:

2. Name:

Date to Go Over Rank Advancement Map:

Best Coaching Method:

3. Name:

Date to Go Over Rank Advancement Map:

Best Coaching Method:

4. Name:

Date to Go Over Rank Advancement Map:

Best Coaching Method:

5. Name:

Date to Go Over Rank Advancement Map:

Best Coaching Method:

Your Crystal Executive Plan

GOAL DATE TO BE COMPLETED: _____

Here's your map to becoming a Crystal Executive. Fill in your new team members' names. To become a Crystal Executive you need to personally enroll 5 people on each team leg (right & left) then help those 5 individuals become Consultants within 6 months of enrollment. If you complete this within 6 months of enrollment you will achieve Executive status.

YOU + TWO
THEM + 2 x5

- \$50 Consultant Advancement Bonus
- +\$1,000 Consultant Development Bonus (\$100 each)
- +\$250 Crystal Manager Bonus (achieve within 30 days)
- +\$750 Crystal Director Bonus (achieve within 90 days)
- +\$1,000 Crystal Executive Bonus (achieve within 6 months)

= \$3,050* in Bonus Money!
(Consultant to Crystal Executive 6 months)



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* Associates participating in the Crystal Challenge outside of their 6 month enrollment period do not qualify for the \$1,000 Crystal Executive Bonus. \$3,050 bonus can only be achieved if Crystal Manager is achieved within 30 days of enrollment, Crystal Director is achieved within 90 days of enrollment, and Crystal Executive is achieved within 6 months of enrollment.

ACCOUNTABILITY

How can I increase accountability in my team?

Be a dedicated accountability coach. Text, 3-way calls, Facebook, weekly meetings

TOOLS

What tools can assist my team members in achieving their goals?

IsagenixBusiness.com is the business training system and contains Isagenix University online.

Did you know the Isagenix Corporate Team hosts a Facebook group? Plug yourself and team members into the Isagenix Business Facebook group for up-to-the-minute information on all things Isagenix and support.



How will you celebrate when your team member achieves their advancement?

Card, flowers, dinner, recognition call?



YOUR CALENDAR

1. What is the next event you're attending?

2. Which team members are coming with you to the next event?

3. How many people are you bringing to Celebration?

Events build belief. The more team members you have at an event, the more successful you will be!

Invest in your team! Did you know that every team member who joins you at Celebration is worth \$1,000 TOWARD your yearly income?

NOTES:

YOUR DAILY PLAN

Business Hours:

-
1. How many people will you connect with each day?

 2. How many people will you show IsaMovie.com to each day?

 3. How many 3-way calls will you do each day?

 4. How many follow-up calls will you do each day?

 5. How much time will you devote to coaching “You+Two, Them+2?”

 6. How much time will you devote to personal development a day?

YOUR MONTHLY PLAN

1. How many Launch Parties will you host a month?

2. How many Launch Parties will your team host a month?

3. How many local events will you attend with a prospect or team member?

TODAY IS

DAY

DATE

GOAL

TO DO LIST



SCHEDULE

6:00 AM

6:30 AM

7:00 AM

7:30 AM

8:00 AM

8:30 AM

9:00 AM

9:30 AM

10:00 AM

10:30 AM

11:00 AM

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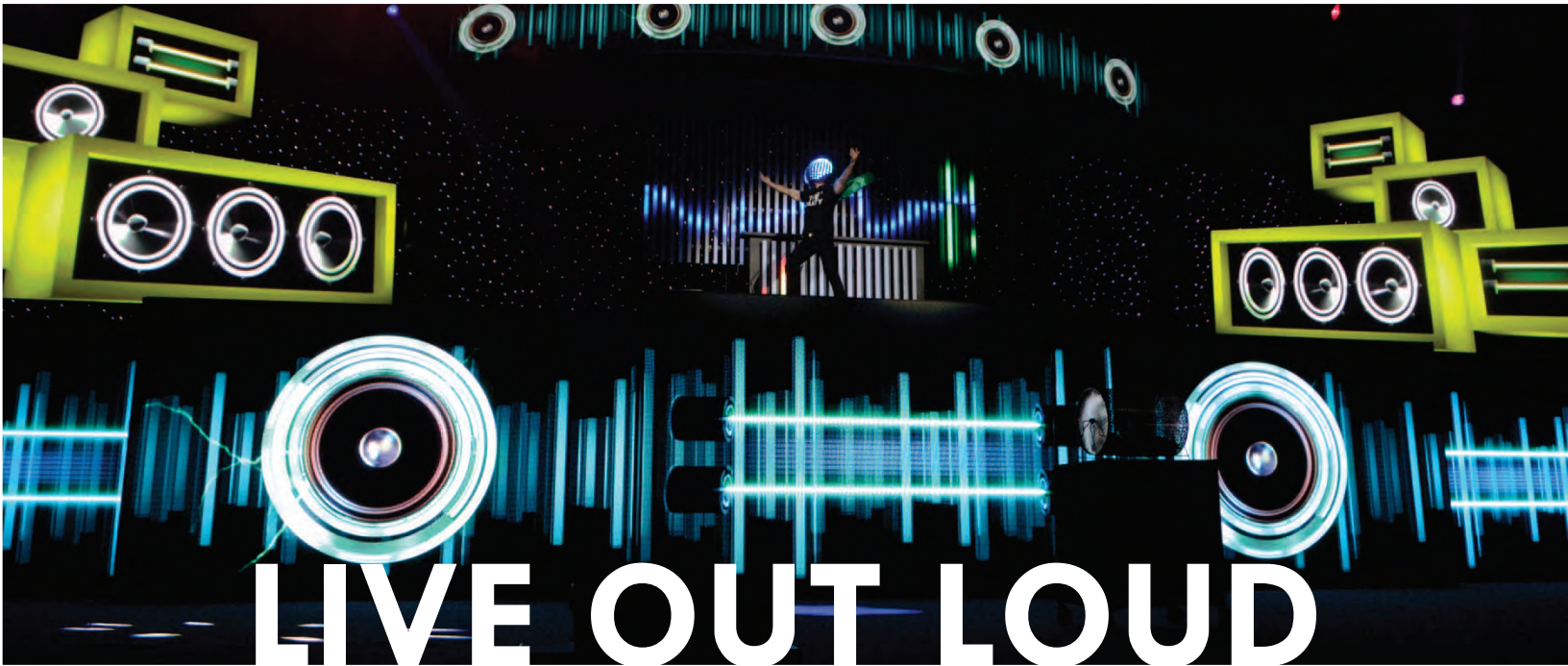
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MONTH GOAL

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
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GOING TO EVENTS IS THE BEST WAY TO GET **FIRED UP**
& **BOOST YOUR BUSINESS**



LIVE OUT LOUD



2013 CELEBRATION RECAP

This year's event was electrifying! Powerful business builders and a team of industry-leading corporate executives taught nearly 6,000 Isagenix Associates at The Mirage Hotel & Casino how to live out loud. Just in case you were unable to attend, we captured some of the event's most memorable moments!

➤ To find out how you can get recognized at 2014 "Together We Will" New Year Kick Off in January, visit IsaFYI.com. Select the "Recognition" tab and select "How to Get Recognized."



1. Jim & Kathy Coover award 2013 IsaBody Grand Prize winner Kelly Ann Zander.
2. Kelley & Tyler Dickerhoof receive the START Ambassador award at the START party in the Hefner suite. 3. Holly DeMott receiving her big check for being the top ELP earner in the 4-6 Star Pool.
4. Ron & Jo Ann Blackmon are recognized as one of our Top 100 income earners and Isagenix Millionaires. 5. Kathy Coover and new Crystal Executive, Lisa Deremer-Saia, at the Gala. 6. Leaders of the Year award recipients from around the world on stage at the Gala.





7. Isagenix COO, Scott Luther is presented with the Employee President's Award from Co-founders Jim & Kathy Coover.
 8. Our \$500,000 cumulative income earners proudly display their award certificates on stage. 9. Our Top Five 7-Star & Above Executive Leadership Pool Earners. 10. Ellen Bradley Ganus and Nancy Valen having fun before the start of the event. 11. Jill Birth announced as a Spirit of Isagenix award recipient. 12. 2013 Spirit of Isagenix award winner Elizabeth Martinsen and START member Sarah Rhew showing off their guns.



13. The 2013 President's Quest winners announced on stage at the Gala.
 14. Tara Romano is recognized as one of our Top 100 income earners. 15. Kyle & Megan Nekrash are recognized as one of our Top 100 income earners & Isagenix Millionaires. 16. Jim Coover and new Crystal Executive at the Gala. 17. Lori & Chris Harder are announced as 2013 Couple of the Year. 18. Lynn Hagedorn announced as 2013 Woman of the Year. 19. Jim & Kathy Coover award Susan Sly with the Ambassador award. 20. Emily & Hayden Vavra receive the START Ambassador award at the START party.



VISIT ISAGENIXCELEBRATION.COM FOR 2014 CELEBRATION DETAILS

YOUR 90-DAY GAME PLAN

Name:

90-DAY GAME PLAN

Start Date:

End Date:

90-DAY GOAL

My 90-day goal is to:

I commit to _____ new enrollments during the first 6 weeks of my 90-Day Game Plan.

90-DAY GAME PLAN

To accomplish this I will:

I personally commit to the 90-DAY GAME PLAN

Signature

MONTH GOAL

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
○	○	○	○	○	○	○
○	○	○	○	○	○	○
○	○	○	○	○	○	○
○	○	○	○	○	○	○
○	○	○	○	○	○	○
○	○	○	○	○	○	○

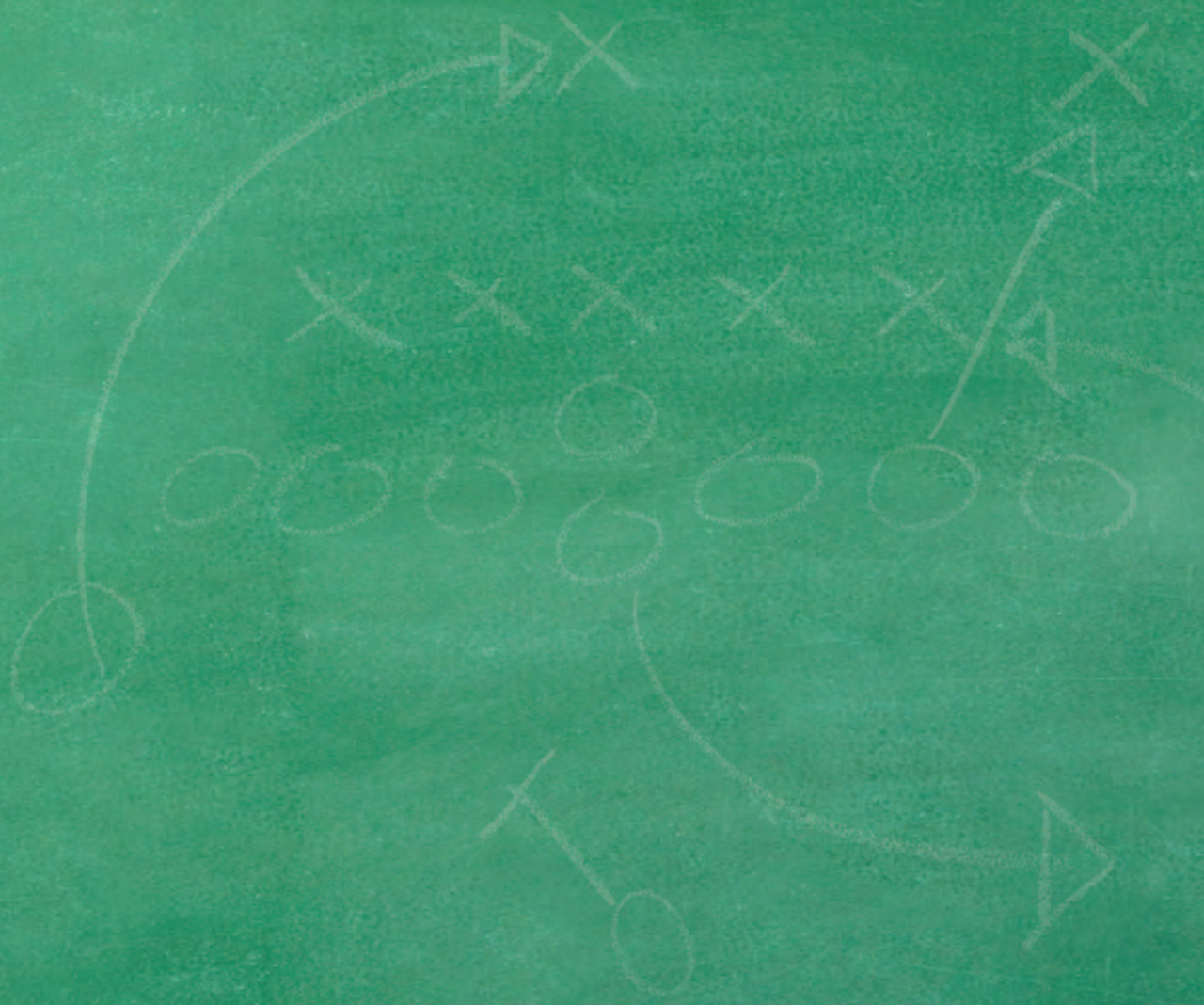
MONTH GOAL

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
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○	○	○	○	○	○	○
○	○	○	○	○	○	○

MONTH

GOAL

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
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