**STEP 1: GETTING STARTED**

\_\_\_\_\_1. Fill out and email the  [New Associate Interview Form](https://hbteam.co/wp-content/uploads/2019/08/New-Associate-Interview.docx)  back to your coach.

\_\_\_\_\_ 2.  Print out “[Set Up Your Income Goals](http://hbteam.co/wp-content/uploads/2014/08/Income-Goals.pdf)” and review with your coach

\_\_\_\_\_ 3.  Order and read the Eric Worre, “[Go Pro](http://www.amazon.com/Go-Pro-Becoming-Marketing-Professional/dp/0988667908/ref%3Dsr_1_1?ie=UTF8&qid=1426117102&sr=8-1&keywords=eric+worre+go+pro)” book

\_\_\_\_\_ 4. Book and attend your first Isagenix event: [Isagenix Events Website](http://www.isagenixevents.com/)

\_\_\_\_\_ 5.  Plug into the WEEKLY Team Training calls.

**Mondays at 8:30pm (EST)**: Team Calls Alternate Between;

* 6 Simple Systems Training Calls with Alexis Romano (Business Calls)
* Virtual Opportunity Meetings with Heather Haiduk (Prospecting Calls)

**Tuesdays at 9:00 pm (EST)**:

Healthy Body Team Call Leadership Mentoring Zoom Webinar.

Link posted in HBT Facebook page each week.

­ **STEP 2: STEPS TO GET INTO ACTION**

\_\_\_\_\_\_1.  Print out the [Memory Jogger](https://cdn.isagenix.com/fos/6/B/2/%7B6B2FDA28-1CEB-453C-97D3-2BD0F7397388%7D.pdf?_ga=2.90979934.555700774.1560913956-835766806.1557265206) and [Referral Sheet](http://hbteam.co/wp-content/uploads/2014/08/Referral-Sheet.pdf) to help you with your initial contact list.

 Write a list of your first 50 people. Schedule a call with your coach to review it within 24-48 hours.

\_\_\_\_\_\_2. Learn the [Social Media System for Facebook and Instagram](https://hbteam.co/facebook-system/)

There are also Official Isagenix Podcasts on connecting on Facebook and Instagram on the first Podcast channel linked below.

**STEP 3: MINDSET WORK**

\_\_\_\_\_\_\_1. Listen to these mentor audios. These podcasts are constantly updated, a few a week is great to begin, but go at your own pace.

 **Find the ‘Official Isagenix Podcast’ where you listen most**

 [Personal Power Podcast](https://www.podomatic.com/podcasts/personalpower)

 [Isagenix Training Library](https://isagenixbusiness.com/)

\_\_\_\_\_\_\_2. Select a couple of Personal Development Books, download Audible, and incorporate embracing a growth mindset into your daily practice. Great examples are Think and Grow Rich & The Success Principles.

\_\_\_\_\_\_\_3. Schedule in some time every morning and evening for reflection, meditation, journaling, prayer, stretching, reading, or whatever works best for you to set your days bookends up for success!

**HERE IS A QUICK LIST OF SUPPLIES WE SUGGEST YOU PURCHASE TO GET YOURSELF ORGANIZED RIGHT FROM THE START:**

1. Paper planner for all of your appointments, events, conference calls, etc.
2. One notebook for prospecting (list & notes for each prospect), small notebooks for doing 3 way calls with your team. Use dividers to keep yourself organized with your consultants/team.
3. Whiteboards: team, goals, events, etc.

**YOUR ROADMAP:**

**Set five 3-way calls with your coach**

*Target Timeframe: 1 week*

1.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

3.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

4.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

5.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**2. Hit CONSULTANT (Enroll your first 2 customers)**

*Target Timeframe: 1-2 weeks*

1.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**3. Hit MANAGER (Help 2 people become CONSULTANT)**

*Target Timeframe: 1-2 months*

1.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_