

My Step by Step Worksheet

Name: _____ Mentor/Sponsor: _____

ID #: _____ Email: _____

Mobile #: _____ Upline Tab Team: _____

Live Trainings and Workshops

STS Date/City: _____ LDW Date/City: _____

Extravaganza Date/City: _____ University Date/Location: _____

Leadership Event Date/City: _____ (www.start2day.club)

Step 1:

- Download and then Print your Goals Worksheet and all the Documents from Step 1 to Step 10
- Understanding how to use your Trainings... Monday to Saturday (Local Calendar online/live), Business Briefings and Team Trainings & Recognition Events and more.
- Reviewed 3-Day Trial, 10-5-1, Results Video
- Completed Goals Document and sent to Mentor
- Book a Shake Party within your 1st 2 weeks, watch video "10 Steps for Successful Shake Party"
- Ordered "7 Strategies for Wealth and Happiness" by Jim Rohn (Instore/Online)

Step 2:

- Reviewed Lean and Fit Program Options and Created Personal Product Goals with Mentor
- Take a Before Photo and Measurements

Before ordering product or moving on to next step, schedule and complete call with mentor.

Date and Time: _____

Step 3:

- Ability to accept payment via debit or credit is complete. (Set up your PayPal Account)
- GoHerbalife.com website is set-up. My domain is: _____
- Understand the Herbalife price list (knowing what discount you are/what price to sell).
- 3-Day Trial Product and Business Opportunity Flip book has been ordered/printed and created

Before moving on to next step, schedule and complete call with mentor. Date and Time: _____

Step 4:

- Order 10 X 3-Day Trials, (sku# 093A) from www.myherbalife.com.au
- Printed "getting started options" document and viewed video

Before moving on to the next step or ordering products, schedule and complete call with mentor.

Date and Time: _____

10-5-1-R³

Steps 5-10

The Process of getting 3-Day Trial Packs into the market place; getting your first 10 customers; reviewing each section and scheduling call with mentor.

- Step 5:
- Used Memory Jogger to create my list "100 NAMES as soon as possible on your LIST"
 - Reviewed the information on how to "Get ten 3-Day Trial packs out" using social media and texting campaigns to launch my business
 - Have you Booked your Shake Party? Watch video "10 Steps for Successful Shake Party"

Before moving on to the next step or posting on Social Media, schedule and complete call with mentor.

Date and Time: _____

- Step 6:
- Watched video's on "Wellness Profile" using face to face and over the phone
 - Reviewed the process of responding and getting packs to potential new clients
 - Downloaded 3-Day Trial follow-up photos
 - Watched video and set-up Business/Follow-up Binder
 - Downloaded and made copies of Wellness Profile forms and put in Business/Follow-up Binder

Before moving on to the next step, schedule and complete call with mentor. Date and Time: _____

- Step 7:
- Watched video on how to conduct "Day 4 appointment," use Flip Book to sell Lean & Fit Program.

Before moving on to the next step, schedule and complete call with mentor. Date and Time: _____

- Step 8:
- Reviewed Customer Follow-up Forms
 - Watched 21-Day Shake Challenge Video; downloaded photos and instructions
 - Discussed launching my 21-Day Shake Challenge with my mentor

Before moving on to the next step, schedule and complete call with mentor. Date and Time: _____

- Step 9:
- Reviewed the RECRUITING scripts
 - Role Played Flip Book with mentor

Before moving on to the next step, schedule and complete call with mentor. Date and Time: _____

- Step 10:
- Reviewed the Marketing Plan (how we get paid)
 - Reviewed "Getting to Supervisor; Building Lines and Royalties"

Before moving on to the next step, schedule and complete call with mentor. Date and Time: _____