



The 7 Basic Skill Levels of Success By Isagenix

by Isagenix Millionaire Susan Sly

Skill Number One - Taking a Look

- The most fundamental skill is simply having people take a look at Isagenix information. This may be your own associate website, www.isamovie.com, a c.d., DVD, or another corporately approved tool.
- Your goal is to lead people to information as quickly as possible. Say less, listen more and guide your potential business partner to the information.
- Remember – people all over the world are searching for better health and financial freedom. We have the answer with Isagenix.

Skill Number Two - Enrolling Your New Member

- Once a person looks at information they may have questions. This is an opportunity to do a 3-way call with your team leader and also handle any objections that may arise.
- Money, time, spouse/partner, and network marketing are all very common. A great way to handle this is simply to say, 'tell me more about that.' Then allow the person to speak. Ask them if you can get their questions answered if they would feel ready to get started with their own goals.
- Remember Mark Macey once had objections and eventually got started with Isagenix.



Skill Number Three - Creating a Great Product Experience

- Even people who come in to Isagenix with a business focus must get a great product experience. It is your job and your job alone to coach your new member through their cleanse.
- Make sure your team member is signed up for www.isadiary.com so they can receive daily coaching emails.
- Check in with your new cleanser daily. Let them know that you are committed to their experience.
- Jimmy Smith, the number one income earner in Isagenix, told Carole Taylor (his sponsor) – ‘if these products work for me, I am in. If they don’t work, I am not in.’ Carole coached him every day and it was absolutely worth it.

Skill Number Four - Co-Creating Consultants

- The most important position in Isagenix is Consultant.
- Ensure that your team member is enrolled in our autoship rewards program. However an individual starts with Isagenix is how they will encourage others to do so.
- Ask your team member who they know who wants what they want? Ask them who they know who will cleanse with them? Ask them who they know who wants to make an extra income? Who do they know who is open to new opportunities?
- Getting your person to Consultant right away is an important skill and also shows your leadership.

Skill Number Five - Getting Their Products Paid For

- We know that Isagenix has the best products on the planet. If a person can get these products for free they will stay on them for life.
- Once a person is a Consultant help them get their products paid for by growing their team, enrolling new members and assisting them with cycling at least one time every week.

- It only takes one cycle/week to pay for a Total Health and Wellness or Cleanse and Shake Pak.
- The more people who get their products paid for on your team, the bigger your own check will grow.

Skill Number Six - Get Your People Paid Every Week

- The secret to the Isagenix compensation plan is getting your people paid.
- Help at least one person on your left and one person on your right get paid and you will also get paid.
- Once people start seeing a regular weekly check they will get excited. The more excited they get the more likely they are to share and grow a business.
- The magic in the compensation plan is that the more people we help get paid, the bigger our own checks will grow.

Skill Number Seven - Executive

- Once you understand how to co-create Consultants you are ready to do your own Executive run. This entails five personally sponsored Consultants on both your right and left legs.
- This will entitle you to a 10% matching bonus on all of your personally enrolled paid as consultants.
- Once you achieve this level and help your team members do the same your income will grow. People have gone Executive in as little as one week. If you are passionate, committed and ready to do whatever it takes – you achieve this important position in a short period of time too.

