

# MANNATECH LAUNCH CHECKLIST

- 1 \_\_\_ WHY did I start my Mannatech Business? \_\_\_\_\_  
\_\_\_\_\_
- 2 \_\_\_ I am teachable and will be coachable to our system for success - **The 3 Point Plan**. (Do I have your permission to give you honest feedback for your effectiveness and success?)
- 3 \_\_\_ Set up my \$100+ Autoship to maximize the compensation plan. (Record Login & Products)
- 4 \_\_\_ In order to recoup my investment and begin growing my income, I'll work with my upline support team to develop 2 teams of business partners and help new customers with their health goals.
- 5 \_\_\_ We'll walk you through **The 4 Basics** to start developing your business:  
(1. Make a Names List, 2 . Contact & Invite, 3. Share the Plan, 4. Followup)...Ready?
- 6 \_\_\_ What 4 people would I most *love* to work with who have a good sphere of influence?  
Talk about each and make some notes: 1. What qualities do you admire most about them?  
2. What do you think they most would like to change about or add to their lives? (You'll use these notes when inviting. While at home expand these notes for each one on your list.)

## TOP 20 PROSPECTIVE PARTNERS

- |           |           |
|-----------|-----------|
| 1. _____  | 11. _____ |
| 2. _____  | 12. _____ |
| 3. _____  | 13. _____ |
| 4. _____  | 14. _____ |
| 5. _____  | 15. _____ |
| 6. _____  | 16. _____ |
| 7. _____  | 17. _____ |
| 8. _____  | 18. _____ |
| 9. _____  | 19. _____ |
| 10. _____ | 20. _____ |

- 7 \_\_\_ Schedule immediate calendar time with your support partner for your get-togethers to STP: Show The Plan; a gathering at your home, 1:1's and/or webinars for your out-of-town contacts. Fill in your dates and times on the form below. Relax!...We'll do the presenting!
- 8 \_\_\_ Schedule a Coaching Call with my Mentor: Date/Time \_\_\_\_\_  
Schedule 2 days before your get-together. Review how your inviting has gone, and how to prepare for your get-together.

- 9 \_\_\_\_ My personal 30 day business goal is to build to the first leadership level of Regional Director. Then I will assist my new team partners to do the same. My goal to improve my health is: \_\_\_\_\_
- 10 \_\_\_\_ My personal 90-day goal is to build to National Director. And then assist my team partners to do the same. What does this look like? Look at the visual of building 2 Teams with the goal of achieving Regional Director within your first 30 days and National Director within your first 90 days. Fill in the names of your 4 friends on the chart.
- 11 \_\_\_\_ Practice Inviting a bit right now with your Support Partner! Have fun! Don't sweat it. It's how we all start! You will grow more confident as you go along.
- 12 \_\_\_\_ Log into [www.mannatech.com](http://www.mannatech.com) and take a quick tour of your back office. Then take a tour our team support website [www.wellnetglobalpartners.com](http://www.wellnetglobalpartners.com)

## BUSINESS ENROLLMENT

### PERSONAL BUSINESS INFORMATION

Associate Name \_\_\_\_\_

Independent Associate ID# \_\_\_\_\_

Login Password \_\_\_\_\_

**On the tour, go to:** Manage my Orders to see how to change your auto order, and Resources: Library

### My Monthly Auto order of \$100+ PV

Auto Order Date: \_\_\_\_\_

Products Ordered: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

### IMMEDIATE ACTION CHECKLIST: STP

#### Schedule my Healthy Life Makeover/Uth Event:

Date: \_\_\_\_\_ Time: \_\_\_\_\_

Location: \_\_\_\_\_

Presenter: \_\_\_\_\_

#### Schedule times for 1:1s w/Prospective Partners:

1st Date: \_\_\_\_\_ Time: \_\_\_\_\_

Location: \_\_\_\_\_

2nd Date: \_\_\_\_\_ Time: \_\_\_\_\_

Location: \_\_\_\_\_

#### Schedule times for Webinar Presentation:

1st Date: \_\_\_\_\_ Time: \_\_\_\_\_

2nd Date: \_\_\_\_\_ Time: \_\_\_\_\_

## NUMBERS, WEBSITES & SUPPORT

\*\*Get your entire team plugged in – duplication is the key to success!\*\*

### MOMENTUM MONDAYS

#### Wellnet Global Partners Team Call

Every Monday Evening - 1/2 hour

6:00 pm PT / 7:00 pm MT / 8:00 CT / 9:00 pm ET

**712-432-3100 Password 562103#**

#### Our Team Website

[www.wellnetglobalpartners.com](http://www.wellnetglobalpartners.com)

#### Company Trainings

### MANNATECH NOW

#### LIVE STREAM WEBINAR & TRAINING

2nd & 4th Tuesdays of the Month

5:30 pm PT / 6:30 pm MT / 7:30 CT / 8:30 pm ET

**(800)768-2983 Code: 4717458**

Log in for live broadcast and archives:

[www.mannatechlive.com](http://www.mannatechlive.com)

### MANNATECH Customer Service & Orders

**800-281-4469**

### WEBSITES:

Mannatech site: [www.mannatech.com](http://www.mannatech.com)

Training site: [www.mannatechlive.com](http://www.mannatechlive.com)

### SUPPORT PARTNERS:

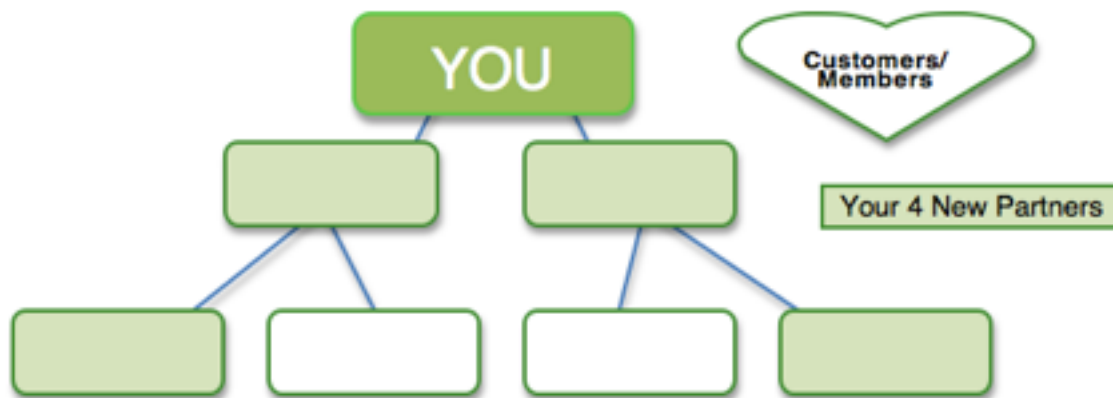
National: \_\_\_\_\_

Executive: \_\_\_\_\_

Presidential: Carol Loewenstein 831-252-0323

Presidential: Marsha Hansen 360-259-1395

Presidential: Rich & Pam Meily 503-312-9500



**First:** Enroll 4 Partners (Champions) and develop some Customers (Members).  
**Then:** Help Your Partners enroll their Partners and start their Customers.  
**Continue:** We work together to help the newest partners develop their teams  
**Duplication:** We continue working together as a team to develop strength and depth.

**Direct Bonus:** 4 personally enrolled Partners  $\$75 \times 4 = \$300$  OR  $\$150 \times 4 = \$600$

**Power Bonus:** Every 4 personally enrolled Partners creates a Power Bonus of \$400

**1<sup>st</sup> full BP Goal: Find Your 4 Partners:**

Earn \$700+ Recoup Your Investment!

Earn Regional! Lead by Example!

The Advancing Structure of Your New Business Moves with Momentum and Excitement!

- To Do:** \_\_\_\_\_ Expand your Contact list to at least 100. (See Names List Memory Jogger)  
 \_\_\_\_\_ Be consistent with taking your products. :-)  
 \_\_\_\_\_ Have Fun! Be Coachable and Stay close to your Upline.  
 \_\_\_\_\_ Download and/or Order (\$10) the flip Chart Presentation "Choose Your Lifestyle"  
 \_\_\_\_\_ Watch Wendy Kramer's Overview Presentation on our team website - go to: Webinars

### Invitation:

*Hi (FIRST NAME) How's it going? (pause-listen) Great! Hey, What are you doing Tuesday night? (pause-listen) Great! **I JUST FOUND OUT** about a 90 Day Healthy Life Makeover (Health party/ Uth Party, etc), and I'm going to have one at my house. My goal is to (lose 20 pounds/ get more fit/ be in the best health of my life) Come over. You've got to take a look at this!*

*It'll be fun. We'll listen to some music, have some healthy munchies and I want to show you what I'm doing. Will you come?*

*(If they ask Questions...) Come to my party and check it out! You'll hear all about it. It will be fun and you'll meet some good people. Can I count on you to be here?*

*Awesome! Bring \_\_\_\_\_ (partner, friend, etc) Great! See you (date and time)*

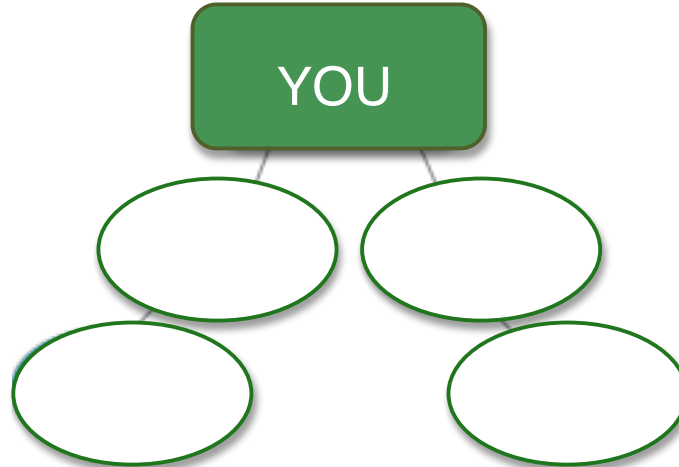
### SCHEDULING YOUR HEALTHY LIFE MAKEOVER / (or UTH PARTY)

- 🕒 Your primary goal is to PIQUE interest and INVITE. Let your Support Team Partners present and explain.
- 🕒 Connect, Have FUN(!), keep it simple, and follow our successful system.
- 🕒 Keys to inviting: **EXCITEMENT - URGENCY - CONVICTION.**
- 🕒 INVITE 3-4 days in advance. (Confirm guests on the day of your get-together)
- 🕒 OVER INVITE! Only 50% of your confirmed guests will show.
- 🕒 You are the host. Your job is to create a great atmosphere, and make your guests feel special. Have Fun!

# Champion Business Building Plan

## Understand how to Build Income & Your Business Structure

**Your #1 Success Focus: BUILD A TEAM**  
**Start by Finding Your 1<sup>st</sup> 4 Partners**



1<sup>st</sup> Mo. Goal \_\_\_\_\_

90-Day Goal \_\_\_\_\_

**This is a TEAM SPORT!**

1. Build Your TEAM of 4 Partners.
2. Support Your Partners to grow their teams of 4 using our Success System.
3. Help your friends and associates with their Wellness Goals as Customers.
4. Have Fun! Use our Tools for Success! And stay close to your Upline Support!

Up-Front Income

**Direct Enrolling Bonuses**  
\$

Up-Front Income

**Power 400 Bonus Fast Start Bonuses**  
\$



Overriding Residual Income

**Regional Director**  
\$

Personal Residual Income

**Customer Income**  
\$

**TOTAL**

**TOTAL**  
\$

Plus, as a Champion for Extraordinary Wellness,  
 You're automatically a Champion for Children.

### Up Front Bonus Income



**Power400**  
 4 Champions Power + Direct  
**\$400 + \$300**  
**Earn \$700**  
 For every 4 Champions Enrolled by you.

### MONTHLY Overriding Residual Income

#	BUSINESS TEAM	Your Leadership Level	Leader Income	Impact Bonus
	Your Team of 4			Helping At-Risk Kids
<b>4</b>	<b>YOUR Biz Team</b>	Regional	\$185+	\$300
	1 X 4			
<b>16</b>	<b>YOUR 4 Partners</b>	National	\$650+	\$650
	4 X 4			
<b>64</b>	<b>Their 4 Partners</b>	Executive	\$2,250+	\$1,500
	4 X 4 X 4			
<b>Etc.</b>	<b>Your Growing Team</b>	Presidential	\$6,000+	

### MONTHLY Personal Residual Income

**Business Builders Earn 20% Income**  
 On Customer Orders  
**Members get 20% FREE Product Loyalty Credits**

Member Orders	Builders Income	FREE Products
10	\$200	\$250
20	\$400	\$250

\*Based on \$100 aver. order.

- Building YOUR Business Unit Makes you a Regional Director. When Your 4 Partners Build Their Biz Units, You are a National.
- To Qualify for Regional Director, an Associate has \$1500+ volume, 35% of which is in 1 or more legs other than the largest leg.
- The figures in these charts are based on company averages. The hypothetical examples used in this presentation are for illustrative purposes only and not to imply that they are typical. Success in Mannatech is not guaranteed. Your income is based on your own and your team's specific efforts. Impact income begins in July.