

MANNATECH LAUNCH DOCUMENT

- 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.
- 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.
- 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 and take a quick tour of your back office. Then take a tour our team support website www.wellnetglobalpartners.com

BUSINESS ENROLLMENT

PERSONAL BUSINESS INFORMATION

Associate Name _____

Independent Associate ID# _____

Login Password _____

Products: _____

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

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

MANNATECH Customer Service:

800-281-4467

WEBSITES:

Mannatech site: www.mannatech.com

Training site: www.mannatechlive.com

SUPPORT PARTNERS:

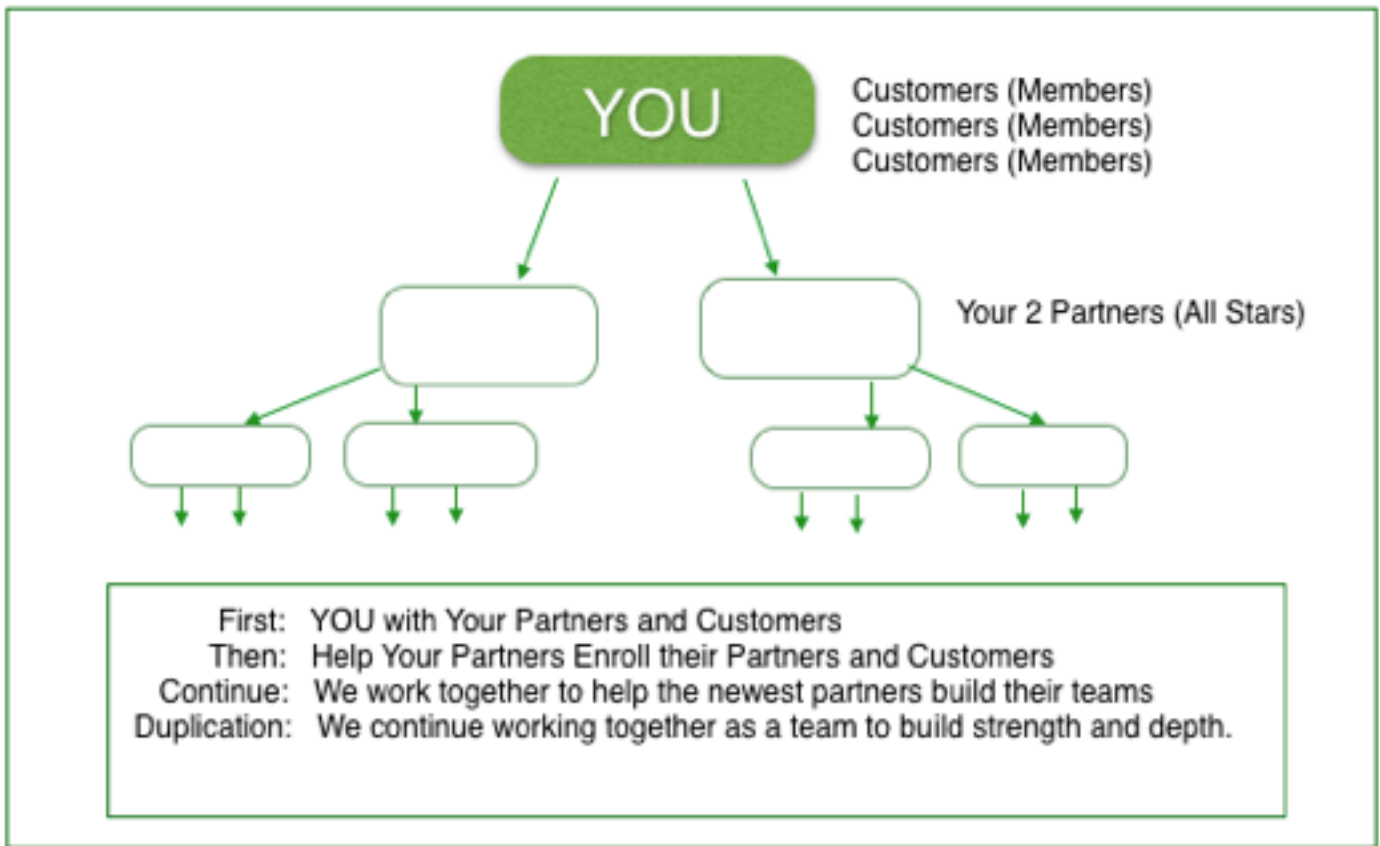
National: _____

Executive: _____

Presidential: Carol Loewenstein 831-252-0323

Presidential: Marsha Hansen 360-259-1395

Presidential: Rich & Pam Meily 503-312-9500



- 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"

Invitation:

Hi (FIRST NAME) How's it going? Great! Hey, What are you doing Tuesday night? _____ Great! I JUST FOUND OUT about a 90 Day Healthy Lifestyle 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 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.

Wellnet Global Partners – Making Your List

Assemble Your Dream Team by making your LIST of 50 to 100 People To Contact. List people you know on a first-name basis. You want your “dream team” to be the most motivated, successful and busy people you know. The Best Place to START– look through your cell phone and email address books and facebook contacts. Then think of people you meet at the places you frequent the most. Then use this **Memory Jogger**:

Relatives	Who is your...	Who is your...	Who is your...
Parents	Hairdresser	Optometrist	Neighbor
Grandparents	Doctor	Dry Cleaner	Day Care Provider
Brothers	Attorney	Pediatrician	Insurance Agent
Sisters	Mechanic	Pharmacist	Landscaper
Aunts	Minister	Real Estate agent	Accountant
Uncles	Mailman	Mortgage Broker	Personal Trainer
Cousins	Best Friend	Barber	Veterinarian
Who do you know who's...	Who do you know who's...	Who do you know who's...	Who do you know who's...
Golf Pro	Attorney	Veteran	
Chiropractor	Accountant	Architect	
Naturopath	Paramedic/EMT	Roofer	
Physical Therapist	Bank Teller	Contractor	
Engineer	Nurse	Electrician	
Bartender	Receptionist	Restaurant Owner/Mgr	
Bank Manager	Carpenter	Photographer	
Computer Programmer	College Professor	Lab Technician	
Police Officer	Podiatrist	Company Executive	
Car Salesman	Salesperson	City Commissioner	
Business Owner	Pilot	Security Guard	
Network Marketer	Teacher	Politician	
Flight Attendant	Social Worker	Travel Agent	
Athlete	Financial Planner	Journalist	
Store Owner	Graphic Design Artist	Florist	
Who sold you your...	Who...	Who...	Who...
House	Is on your Holiday card list	Is from an old job	
Car/Truck	Is ambitious	Teaches your children	
Furniture	Is known by everyone in town	Wants more out of life	
Boat	Is the life of the party	Is President of the PTA	
Office Supplies	Is considered a leader	Is friends with the family	
Computer	Was in your wedding party	Is health conscious	
Flooring	Do you play cards with	Is in a Fraternity/Sorority	
Air Conditioner	Are your college friends	Is active in your community	
Jewelry	Is active in your church	Installed your phone/cable	
TV/Sound System	Already takes supplements	Services your car	
Window Treatments	Is a prominent business owner	Parents of your children's friends	