HEALTHY BUSINESS PLAN

Its as easy as ABC

A. Use the productsB. Share the products and businessC. Teach others to do the same

SECTION ONE: THE STRATEGY SESSION

SECTION TWO: ADVANCED TRAINING

SECTION - I

THE STRATEGY SESSION

IMPORTANT INFORMATION REFERENCE SHEET

Your Distributor Information	
Your Name:	Your Distributor ID:
Username:	Password:
Your Sponsor Information	
Sponsor Name:	Sponsor Phone(s):
Sponsor Email:	
Upline Information	
Upline Executive:	
Next Upline Executive:	
Next Upline Executive:	
Next Upline Executive:	
Next Upline Executive:	
NSE Information	Phone Number ORDERLINE: 1300 Nu Skin (1300 687 546) NZ orderline 0800 687 546 Australian Head Office 2 Eden Park Drive, North Ryde Ph: 02-94910900 Your Account Rep: Alice Yap 02-94910936 ayap@nuskin.com Distributor support email: dsaustralia@nuskin.com
Monday Night Training Calls	Training Call 7pm Qld Time Call: 03 86720150 Participant Pin: 559038# Business Call 7.30pm Qld time Call: 1800 153 721 Participant PIN : 576821
Support and Training	NSINSIGHT www.nsinsight.com Password to members section is insight. Local Australian/NZ Events and Info

WEBSITE FOR ALL YOUR TRAINING NEEDS: www.nsinsight.com

New Member Registration

- 1. **CLICK HERE** Password required "insight"
- 2. CLICK HERE Click here to register as a new member
- **3.** The Last Step Complete your New Member Registration in the form below...

NOW using the site:

STEP 1 — OVERVIEW

STEP 2 — LEARN MORE

STEP 3 — GETTING STARTED

MEMBER RESOURCES

- Business building tools
- Audio/Video/Power Point library
- Inspirational Resources and Fun photos

SETUP YOUR BUSINESS

SET UP DISTRIBUTOR ACCOUNT

When you set up your distributor account with the company, you will receive a Distributor ID. This will allow you to start conducting business with Nu Skin. You will be able to purchase distributor packages, order wholesale and enrol your own customers and distributors. You can do this over the phone or online. While setting up your account you can also order your package and set up your ADR.

ENROLLING ONLINE

- 1. Go to www.nuskin.com.au
- 2. Click on "Ready To Sign Up"
- 3. Select "Join Our Team" "Sign up now"
- 4. Follow Instructions on the screen to purchase package
- 5. Set up Rewards Program (ADR)

ENROLLING OVER THE PHONE

- 1. Call (NSE) line at 1300 687 546
- 2. Press 1 to "enrol"
- 3. The agent will take your contact details and Sponsors ID
- 4. Order package
- 5. Set up Rewards Program (ADR)

PURCHASE PACKAGE

Option 1: ageLOC R2 Business in a Box AUD \$1950 (NZD \$2250) 1000 pv

Option 2 : Choose from 4 modules to make up 1000 pv \$1956 to suit your needs (Refer to Page 58 – 61

of PRODUCT Catalogue for packages)

SET UP ADR REWARDS PROGRAM

ADR stands for **Automatic Delivery Program with Rewards**, and is a highly convenient way to order your personal use products at a 5% discount below wholesale as well as receive 20 – 30% in FREE products!

NOTE We recommend that you introduce this to your customers and distributors as a REWARDS program not ADR using acronyms scare peoplefrom today we talk about the benefits of this Rewards Program ...best way for you and your customers to save money and the LIFES BLOOD of your business...you dont know that now but it will become evident as you grow your business using this system each month.

It is also a requirement of the commission plan that in order to receive a commission cheque you must have your own Rewards Program of 100pv (approx \$145Au).

NOTE: The recommended galvanic spa usage level is 2x ageLOC gel packs per month ie two treatments per week. We recommend that you regularly change your program to experience as wide a range of Nu Skin and Pharmanex products as possible.

You can only recommend what you have used and believe in. Using a wider range of the products will build your confidence and knowledge and will lead to much greater initial and long term success. Ask your sponsor for a product orientation/training.

Some suggested starting Reward options are:

ADD Vitameal to EVERY Rewards program!

- ageLOC Transformations pack + ageLOC Gels 2 pack (\$388 275pv)
- ageLOC Elements Pack + ageLOC Gels 2 Pack (\$222 -160pv)
- ageLOC gels 2 pack, Lifepak (\$164.05 123.3pv)
- ageLOC gels 2 pack, NTC Vitameal Single bag (become a social entrepreneur and save one child's life each month!), perennial intense body moisturizer, AP24 anti plaque toothpaste (\$141.10 106.2pv)
- ageLOC R2 twin pack (\$237.60 180pv)
- ageOC Facial Gels, Lifepak, Y Span, Vitameal

Refer to the Distributor Price list for the current Reward Packages available and the benefits of the rewards package https://www.nuskin.com/content/nuskin/en_AU/products/business_tools/adr.



The Power of the Rewards Program for your business is the difference between building your house on a firm foundation and not... NS Insight link



✓ GROW your REWARDS program volume with 5 NEW customers at 100 points each month = 500 points every month.

If you are CORE you are using more than 100 points each month...your goal is to replace your products with Nu Skin products and to teach your customers to do the same.

- ✓ ageLOC YSpan business....
- ✓ You PLUS 23 Customers on Y Span = 125 points x 24 = 3000 points each month = \$800 - \$1100 in your pocket (what will you do with that?)
- ✓ FIND 4 people that do the same
- ✓ You teach them to do the same: etc 6 levels deep???

"It's not what we do once in a while that shapes our lives.

It's what we do consistently."

Anthony Robbins

GETTING STARTED RIGHT

Getting Started Right Check List (see video www.nsinsight.com Members Resources Videos - Pauline Lindsay shares Getting Started Fast and Right)

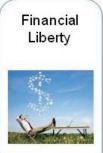
Tick box when completed. Congratulations – Welcome to the Team and open Business Kit. Complete Distributor Registration Form with ABN and Bank **Schedule a Strategy** Details (so Distributor can be paid). **Training Session within** Open all products and go through each one. 48 Hours of commencing New Distributor to do a full Face Galvanic Spa on themselves. (Over phone, Skype or In person allow at least Go through Catalogue – use sticky notes or write in Catalogue special information about products. 2 hours) Plan a Time map – How many hours a week will they committ to working their Business. Discuss the Network Marketing Model – Do the Perfect Business Game on Page 1-3 in GO PRO Book. Prepare Distributor for typical objections, page 88 GO PRO Book and discuss some easy word tracks they can use to invite. Schedule five presentations to be done together in the next week. Ideally do these calls together so you can guide them in what to say. Load SoundCloud onto Phone (page 32). Set up next Training.

Would it be worth stepping outside your comfort zone to change your life

ie

- to put your kids through private school
- to holiday overseas every year with your family
- to live in your dream house
- to retire from your job
- to live a type 5 lifestyle

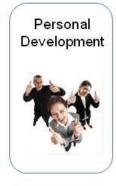










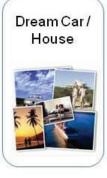














How many NO's will you take before you QUIT?



Additional Topics to cover at next scheduled training.

- 1. DREAM Building What is your core desire? (Emotional connection)
 - Are you committed to achieving it? (If delay in answering, then maybe you are only interested not committed)
 - How different would your life be when you have achieved it? (Provides the contrast)
 - What are you prepared NOT to do? (Confirms commitment, or not)
 - Are you coachable? (Hesitation means probably not, would it be worth it for you to step outside your comfort zone so you can have the things you really want)
- 2. Discuss financial and non-financial goals
- 3. Develop an Action Plan of purposeful activity
- 4. Create a Workflow Diagram
- 5. Discuss website- how to use as a marketing tool

The MOST important thing we continually work on is our MINDSET! This business is done in our heads, Graham Park one of our most successful leaders in Nu Skin will tell you that the answer to any problem in this business is to TALK TO MORE PEOPLE, keep inviting every day! There are 1000's of books on Mindset and business not all of those authors have ever built a business like ours. Nu Skin Founders have put together The Success Formula http://www.nsemindset.com/content/tsf/en/homepage.html.html from those who have pioneered....one piece of advice....only listen to those who are where you want to be!



Develop an Action Plan

- Action Plan needs to be broken down into Monthly / Weekly / Daily activities.
- How many people will you call a day?
- How many new people will you add to your list each day?
- How many presentations each week?
- How will you plug into training each week?

Building Belief Using The Product

The thing that creates your monthly income is the volume of products consumed on a daily basis by your distributors and customers. The first rule of business is: Volume = Income!

People tend to only recommend what they personally use and believe in and in this business its no different. Simply put, the more products you personally use, the more belief and knowledge you will develop and the more you will duplicate consumption within your group.

We always see that when an Upline distributor is using many of the products their entire group duplicates, leading to large volumes and large incomes. And vice versa.

How do you increase your consumption of the products? Simply redirect your spending from what you already use, to buying from your own business, at a discount!!!

A convenient way to understand the power of duplication is this example.

Now let's say you simply redirect your spending of your household items to the other product divisions, Nu Skin, Pharmanex and Nourish the Children (NTC), of 100 pts per month. Let's say you have an organisation of 1000 people and you duplicate what you have done, then your minimum extra income just from redirecting your spending and duplicating will be \$7000 per month!

We have found that distributors who understand and use this principle are achieving their income goals much faster.

In summary, the more products consumed, the higher the volumes, the easier it is to reach and maintain executive qualification and consequently the higher your income.

When you enrol a new customer or distributor with a spa package, do you want a one off sale or do you want to earn a lifetime residual income from the products they use?

It is your responsibility (and smart business) to spend some time with them going through the catalogue and giving them a product orientation, including Pharmanex and NTC.

If you are serious about the business and making money, your bathroom literally should not contain any non Nu Skin consumable product.

100% PRODUCT USER

Help us to help you. Please identify your Personal Anti-Ageing Concerns.

CONCERNS	NU SKIN/PHARMANEX SOLUTIONS*
Legs or Feet	IceDancer® Invigorating Leg Gel, Firewalker® Relaxing Foot Cream, FlexCreme,® Sole Solution™ Foot Treatment
Acne	Nu Skin Clear Action®, Epoch® Blemish Treatment, Glacial Marine Mud, Cortitrol, Tegreen 97®
Skin Clarity	ageLOC™ Transformation, True Face Revealing Gel, Tri-Phasic White,® Nu Skin 180°® Skin Therapy, Polishing Peel
Antioxidant Protection	LifePak®, g3,™ True Face® Essence Ultra, Celltrex CoQ10, Celltrex Ultra
Dry cracked heels, Elbows	Sole Solution™ Foot Treatment, Creamy Hydrating Masque,™ Perennial Lotion, Baobab Body Butter
Dry, Flakey or Scaly Skin	Polishing Peel, Creamy Hydrating Mask, Baobab Body Butter,® Exfoliant Scrub, Tru Face® Revealing Gel, Nutricentials Normal to Dry, Rejuvenating Cream, Moisture Restore, Liquid Body Bar, Body Bar,
Dry, darkness under Eyes	Intensive Eye Complex, Tru Face® Ideal Eyes
Vitality and Energy and Stamina	ageLOC R2, Vitality, Cordyceps®, LifePak®, g3,™ Tegreen 97®, Overdrive
Facial Elasticity	ageLOC Tru Face® Essence Ultra, Tegreen 97®
Facial Travel Fatigue	Galvanic Spa, NaPCA Moisture Mist
Appearance of Fine to Deep Lines, Wrinkles	ageLOC™ Transformation, Galvanic Spa, Tru Face Line Corrector, Tru Face Revealing Gel, Nu Skin 180°® System, AHA Peel, ageLOC Tru Face™ Essence Ultra
Support Normal Heart Function	Optimum Omega, g3™, LifePak
Support Healthy Immune System Function	ReishiMax, Lifepak, g3™
Large Pores	ageLOC™ Transformation, Galvanic Spa, Nu Skin 180°® System, Glacial Marine Mud, Tru Face® Priming Solution, Nu Skin Clear Action®
Loss of Skin Radiance	ageLOC™ Transformation, Galvanic Spa, Tri Phasic White, Revealing Gel, Polishing Peel, Optimum Omega
Loss of Skin Texture	ageLOC™ Transformation, Galvanic Spa, Nu Skin 180°® System, Clear Action Night Treatment, Tru Face® Essence Ultra, Tru Face™ Revealing Gel
Nutrition and Wellness	LifePak®, LifePak Prime, g3, Optimum Omega, Vitality, ageLOC R2
Oily Skin	Nutricentials Combo to Oily, Clay Pack Deep Cleansing Masque, Glacial Marine Mud, Clear Action, Nu Skin 180°°
Rough, Ruddy Complexion	ageLOC™ Transformation, Galvanic Spa, Nu Skin 180°® System, Polishing Peel, Nu Skin Clear Action® Night Complex
Stress Control	Cortitrol®
Reduce the Appearance of Sun Damage	ageLOC™ Transformation, Galvanic Spa, Nu Skin 180°®, Tri-Phasic White,® Celltrex® CoQ10 Complete, Tru Face® Revealing Gel, IdealEyes,® Sunright, Te′green 97®
Hair, Lashes	Galvanic Spa with Nutriol® Hair Fitness Treatment and Shampoo, Nu Skin Hair Care Products.
Weight Management	ageLOC TR90 Program, Duolean
Body Shaping, Smoothness, Cellulite, Loose Skin	ageLOC Body Spa, ageLOC Body Shaping Gel, ageLOC Dermatic Effects
	ageloc R2

Date:	Home Phone:
Name:	Email:
Mobile Phone:	
For solutions to your Anti-Ageing concerns, contact:	

LEARN ALL THE FOLLOWING OFF BY HEART!!!

a. Your Story

https://www.youtube.com/watch?v=UmZD7PnhlDw&list=PL6T4ZUnDPWDEhs_JO-8SddF2R6GBjLI1i&in-dex=19

1. Background?

2.	How did you first hear	

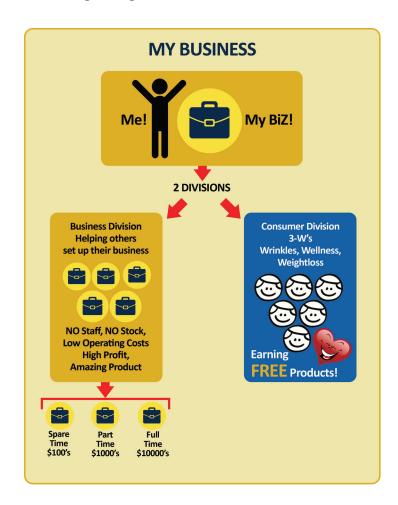
2	Where are you going?		
ጎ.	where are you going?		

b. What do you do?......

- I show Mum's how to stay home and make money working around their children instead of their children working around them?
- I show people who are productive how to be the healthiest they have ever been and make money while they sleep.
- Well you know how we are getting older everyday? Well I show people how to look more youthful and make money at the same time.
- Well you know how most people struggle with their weight? Well I show them how to get the weight
 off once and for all with a program that offers a money back guarantee.
- I am an executive recruiter for an international distribution company
- I show people how to look younger at home
- I set up distribution for technology in the fastest growing market in the world!

c. Show the money

Simple business plan:



Julianne Davies on You Tube: http://youtu.be/5FHcN8FnT9Y

d. What is ageLOC?

Ageloc is a technology that slows aging down at a genetic level where the body behaves like it used to when we were younger.

You know how we are all aging everyday?!!! Ageloc slows aging down so we get to live and look younger for longer

What if you could stop the rot and reverse cellular aging?

Makes everything old...young again!

e. Your testimony

You need 2 versions of your testimony – one that is really short – 2 mins long, and one that is longer 5mins long for when speaking front of the room.

Remember Less words are more powerful!

Also remember people relate to humour and emotion.

What products had you tried prior to using eg the Galvanic Spa?

What attracted you to start using?

Did you have any reservations about using the product?

What happened when you started using the product?

What results have you gotten since using the product?

Who would you recommend to use the product?

f. What do you say in a cold call?

Hi My	y name is	and I picked up	your business	card from	a friend.

You don't know me but I am working with some new technology that is going to be bigger than the Ipod was to the music industry and I was wondering,

Are you open to looking at new Business opportunities, and new ways to make money.

Links to send to prospects:

Business overview:

http://www.nsinsider.com/intro/

https://www.youtube.com/watch?v=C0zDdA64uZI&index=17&list=PL6T4ZUnDPWDEhs_JO-8SddF2R6GBjLl1i

What is AgeLOC:

https://www.youtube.com/watch?v=qDIXwK_vwwo

Galvanic Spa Overview:

https://www.youtube.com/watch?v=3b-WPZvVssQ

Scanner Overview:

https://www.youtube.com/watch?v=I7k5a2OdMz4

Dr Oz Video:

https://www.youtube.com/watch?v=HStHwvdgG w

Y Span:

https://www.youtube.com/watch?v=tbHocmeMvew

https://www.youtube.com/watch?v=txuo9H2hsoA

READ ERIC WORRE GO PRO!!!

The PROVEN System to Build Your Business

Freedom Plan

If we could show you a system that could enable you to earn \$6000 each month part time in just 6 - 12 months time would you be interested in learning and following this?

NOTE: For a full version of the Freedom Plan, please go to the members section of www.nsinsight.com and click on Power Point presentations.

Following the Freedom Plan would entail the following basic commitment:

- 1. Distributor buys their business pack.
- 2. Does 4 presentations every week.
- 3. Sells one spa every week/set up at least one ADR every week.
- 4. Finds one business person a month who buys a business pack.
- 5. Teaches the new business person to do the same.

With this plan a new distributor recovers ALL the costs of their business pack by the third month, and goes on to become a Ruby executive by the 6th month.

Growing Healthy Executives

Schedule participation of going through this workbook and learn how to be a strong executive

Who wants to be a Millionaire?



Ross Greenwood on the Today show asking a question with an obvious answer?

Who wants to be a Millionaire? But what's a million dollars worth as a Passive income?

If you have \$1,000,000 in the bank giving you an interest payment today. You'd get no more than 2.5%

That's 2.5% return. Equals to Twenty Five thousand Dollars cash per year.

Who's got a Million Dollars in the bank right now? Hands Up.



Traditionally you'd have to save \$500 pw for 20 years to get \$1,000,000

- Read Eric Worre Book Go Pro
- Your WHY.... on each of these headings....we should put a link to something on NS INSIGHT training to align for eg putting the Link to Allison MacMillan it is a goodin
- The System referring to the FREEDOM plan link NS Insight
- Setting Goals....reference to the Four Thinkers Steve Huang has a short video on this https://www.youtube.com/watch?v=Bcur1p8HOY8
- Finding prospects Go Pro Chapter 4 Skill 1
- Inviting prospects to understand your products and opportunity https://www.youtube.com/watch?v=GcZwqMo9ZTg
- Presenting your products and opportunity....Do the Demo...Show the Money ...Ask to Join
- Following up with your prospects....link to How to Follow up https://soundcloud.com/annwhitaker/roberta-follow-up
- Helping your prospects to become either Customers or Distributors.....asking questions
- Promoting Events
- Developing the Professional Mindset for your business Go Pro
- Resources see page 41 of this book
- Compensation Plan (learn this page 39)

Why?

Watch Allison MacMillian: https://www.youtube.com/watch?v=7zo2fL1eWOM&feature=youtu.be

Your WHY will be the REASON that you do this – what drives you , what you long for, what you dream of. If its strong enough it will help you through the difficult days and give you the motivation to keep going when things don't always go your way!

Do you KNOW what motivates you??

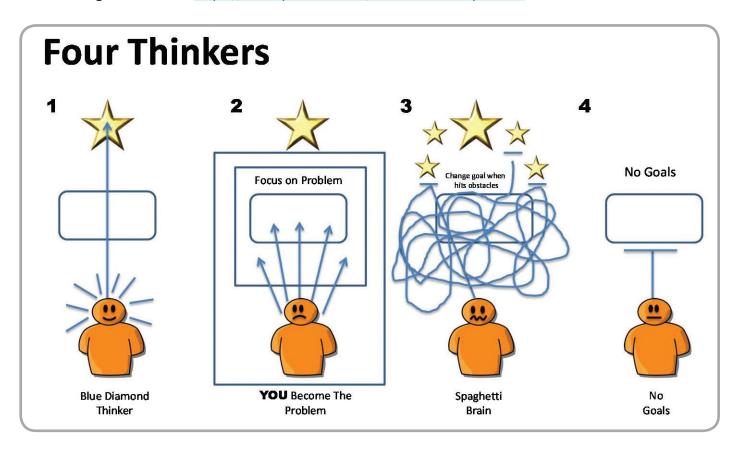
Identify the main outcomes or results you want from this business

Tick box

THE BOX
Extra Income
Financial Freedom
■ Have Own Business
☐ More Spare Time
Personal Development
☐ Helping Others
■ Meeting New People
Retirement
☐ Leave a Legacy
What is your No 1 Priority?
Why did you pick that one?
Why is that important to you?
What are the consequences of not having that opportunity?
Why would that worry you?
Why are you starting this business? Write 2-3 sentences that explain your main reasons for starting th business.
Write 3 things that you will change in your life when you reach your income goals.
The Ideal Day In My Life

Goals

Steve Haung link to video: https://www.youtube.com/watch?v=Bcur1p8HOY8



What else could you do in the 5 years that coud create a milliion dollars in the bank? Where do you want to be in 5 years time?				
What do you need to earn in the next 6 months?				
What are you willing to do to achieve your dream – will this be a hobby or something you are committed to?				
How many No's will you take before you stop?				
You will never change your life until you change something you do daily, the secret of your uccess is found in your daily routine habits. Darren hardy				
How many hours per week can you commit to accomplishing your objectives?				
□ 5 □ 7 □ 10 □ 15 □ 20 □ 25 □ 50 □ More				
Is it worth getting outside your comfort zone to do this?				
Is it worth putting aside at first 10 hours per week, so you could sack your boss.				
This is the first schedule you will work withGreen Time is key have a link NS INSIGHT to Green time????				
Green time colours** plus Green time powerpoint on nsinsight				

"Time management" is really a misnomer - the challenge is not to manage time, but manage ourselves. The key is not to prioritize what's on your schedule, but to schedule your priorities.

Stephen Covey

www.TerryLeague.com



WHEN?	MON	TUES	WED	THURS	FRIDAY	SAT	SUN
7 – 8 am							
8 - 10 am							
10 - 12 pm							
12 – 2 pm							
2 – 4 pm							
4 – 6 pm							
6 – 8 pm							
8 – 9 pm							



Contacts

We recommend you purchase a specific notebook to create your Name List, and keep with you at all times.

Family, Friends, Business, Community

When you actually start to sit and seriously write a list of-people you will be surprised at just how many you know!

We can tap into Face Book, Linked In, Email address book, Address Books, mobile phone contacts just to name a few!!

FAMILY		
1	 	
2	 	
3	 	
4	 	
5	 	
6	 	
7	 	
8	 	
9	 	
10		

BU	SINESS
1.	
_	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	

FRIENDS
1
2
3
4
5
6
7
8
9
10

COMMUNITY
1
2
3
4
5
6
7
8
9
10



YOUR PROSPECT MEMORY JOGGER

Go through your email contacts, mobile phone list, facebook/twitter contacts

The Members of your Family

- Father and Mother.
- Father-In-Law / Mother-In-Law.
- Grandparents.
- Brothers and Sisters.
- Aunts and Uncles.
- Nieces and Nephews.
- Cousins.

Friends and close associates

- Friends and Neighbours.
- People you work with.
- Church members.
- Your children's friends' parents.

Contacts from Organisations

- Civic group, Rotary, exchange, Jaycees.
- Political clubs.
- Lions, Sports clubs, etc.
- Merchants or farm organizations
- School groups, alumni, PTA, etc.

Past Contacts

- Schoolmates.
- Former co-workers.
- People in your home town.

Existing aquaintances

- Christmas card list.
- Address book.
- Day timers, planner.
- List of fellow employees.
- · Church directory.

Those who you do business with

- Doctor, Solicitor, Barber, Grocer.
- Service Station Attendant.
- Dry Cleaner, Postal Worker.
- Beauticians, Jewellers.
- Waiters / Waitresses.

Decision makers

- Business owners.
- Human Resources Directors.
- Office managers.

People you know who are in direct sales

- Business / office machine salespeople.
- Insurance sales people.
- Car salespeople.
- Real Estate Salespeople.
- Other Direct Selling companies.

Inviting

9 out of 10 people say they want to change their lives but only 1 out of 10 do something!

From the Desk of a Team elite.....

One of the things I struggled with when I started was to talk to people that were better than me...I often would talk to people who NEEDED what we had, sick people, broke people etc what I found was there was a good reason they were sick and broke! When I started talking to people that were successful that had good businesses that earned good money that is when my business changed! Yes I still talk to everyone but I found that people that are successful are more open than people that are struggling.

Phone Inviting: (ps Don't expect people to call you back!!)

So...before anything: Get your Mind in order...

- 1. Stand up, Smile, Walk around.
- 2. Have prompt notes ie Post it notes or script.
- 3. Know what you are inviting to!
- 4. Have your diary to make appointments.
- 5. Have all phone numbers ready before you start making calls.
- 6. Keep good records of exactly what response you get from each call.
- 7. Do not use jargon such as Upline, Team Elite, LOI, etc.
- 8. Keep calls short and to the point. Get the appointment and get off the phone. Words are like holes in a boat, the more words you say, the more holes in your boat. You are only setting an appointment. You are not making a presentation. This should only be a two to three minute call.
- 9. Know the next step. When they say yes, to what venue will you send them?
- 10. Do not make anyone feel obligated by using phrases like, "You would be great at this" or "You are going to love this". If they feel any obligation, experience tells us that they will not make their appointment.
- 11. Tie them down with a sense of urgency and exclusivity. This will help ensure their attendance.
- 12. Say the name of your prospect often. The sweetest sound to anyone's ears is the sound of their own name.
- 13. It is always professional to confirm your appointments the day of the appointment by phone or email.

Other ways to Invite:

SMS message – ALWAYS in the end we have to get on the phone and have a conversation.

Keep it friendly, keep it short be creative and follow up with a phone call whether they get back to you or not.

Facebook Contacts

If someone on FB Shows Interest or asks for information, PM them to arrange a phone call.

Create the interest online then get OFF LINE straight away – on the phone!

The Formula is simple: 5C's of Inviting!!

- 1. Clear the TIME.
- 2. Compliment.
- 3. Create Curiosity.
- 4. Control Yourself.
- 5. Commit to a time together.

Consistency is key

Consistency is key = read Darren hardys book "The Compound Effect".

If you don't turn up for work you won't get paid – you won't in Nu Skin either!

The Step Tracker assists you in staying focused on business activities that lead to volume. Step Tracker works on a point system. You should reach a minimum of 4 points each day. Points are directly connected to business building activities. For each new prospect you add to your list, you can give yourself 1 point. For each appointment you set, you can give yourself 2 points. For every presentation that you give that is 3 points. And for each customer or distributor you enroll you can give yourself 4 points.

COMP = # number completed

Refer to www.promo2u.com.au for bound copies

Date: Week Goals:					Sheet No.:	
Name	Cont. No.	Follow up	Follow up	Follow up	Follow up	Comments

ACTIVITIES	POINTS	MON	TUE	WED	THURS	FRI	SAT	SUN	NO. DONE	PTS
New Contacts Added	1									
Calls or Invitations	1									
Appointments Set	2									
Followups done	2									
Presentations Given	3									
Cust/Dist. Enrolled	4									
Accountability										
								Week Totals		

Mindset

This business is won and lost in our heads – it's the way we think, the belief we have about ourselves, the company the products and others. (There are so many ways for you to improve your mindset...most of us battle with the Itty Bitty Committee that sit in our heads every day, be aware of the voices inside your head and GROW to control those voices and go for your dreams anyway)

We often come into this business with thinking patterns and beliefs that limit our success. We are the only ones that can change our mind, and to be successful we need to develop the thought patterns and beliefs of successful people.

So HOW??

We have structures and formulas already set up to help. Its up to us to 'plug in' and take advantage of these things. The ones who do it often are the ones who grow.

Here are some of the things you can participate in right now:

- 1. Say your Definite Main Purpose Statement Twice a day.
- 2. Listen to a recorded voice call every day.
- 3. Join in on the team training call Monday nights live.
- 4. Attend evey meeting you can get to.
- 5. Join a Ruby Club.
- 6. Be accountable to your coach/upline.
- 7. Read every day something that will inspire you.
- 8. Surround yourself with successful people, listen to advice only from successful people.

Definite Main Purpose Statement

The DMP statement is from the book "Think and Grow Rich"- Napoleon Hill.

Create your own Definite Purpose Statement. This is a vision of how you want your life to look. Use pictures if needed as this may help you to truly visualise your goals.

Here are the components to a DMPS

- 1. It is written with a date 1 year from now.
- 2. It is written in present tense.
- 3. There is an exact amount of money you state that you are earning.
- 4. You will declare the service you will provide in order to earn the money (there is never something for nothing).
- 5. You can include other Be, Do, and Have goals.
- 6. You will end the statement with gratitude.

Work out what your strengths and weaknesses are limiting beliefs that could be holding you back (example: disorganized, impatient, timid or shy, powerless, history of failure).

My Attrib	utes and Strengths:			
1		 	 	
My 3 Limi	iting Beliefs			
1		 	 	
3.				

Within your statement you may want to reference a particular Nu Skin title, or a monthly total desired income.

Also, you will want to describe what you are contributing. Include qualities which you aspire to have/be. Then add the resulting physical manifestations you're experiencing in your life.

What does life look like? Feel like? What do you have? Enjoy?

Template for the DMPS:

Definite Main purpose statement

It is now thedate one year hence I am so happy and grateful because now I am earning month from my global Nuskin business. I am a .ruby? emerald?. blue diamond? leader and a mento to others. I am helping people overcome their obstacles to fulfil their destiny and in doing this I am fulfillin mine.
I wake up every morning in complete joy because I am attracting capable, powerful people to my busines who have big goals like me. I love working with them to help them achieve their dreams.
I easily achieve my goals ofcontacts a day,demos a week, andnew LOI's per month. I easily achiev my goals ofpv per month.

i amlist qualities of the person you need to be such as: focussed, well organized, and scheduled and or
time, patient
I am so excited becausedescribe your life!

Gratitude is the Most Important and powerful component :

I am....eg happy, fit and healthy etc.....

Signed

"Thankyou God it is done!"

I AM STATEMENTS!!

WORKSHOP

- 1. Acknowledge all your limiting beliefs by sitting and writing all the things that hold you back...
- 2. Change those negative beliefs to positives for eg I am a good teacher, I am capable and successful, I am Happy and Healthy etc.





SECTION - II

ADVANCED TRAINING

FURTHER SCRIPT AND WORD TRACKING

Extra Invites:

I have just started my training for a new project I am working on and I need models, would you be able to help me out?

I am working on a project looking for key leaders in Melbourne (Sydney, Broome, Brisbane) and I wondered if you would be able to help me, can I have 20 minutes with you to run this past you...

Regardless of the result KEEP going! We are planting seeds.

- Some will...
- Some won't...
- Some waste your time...
- Some don't
- So what...
- Somewhere...
- Someone's waiting!
- Take Cortitrol!!! You may need it at first!!!

Avoid These Phrases:	Instead Use These:
I recently became involved.	I'm working on a project
I'd like to get you involved.	I'm looking for the right person
Are you looking for a business opportunity?	Do you keep your eyes open for expansion / diversification? Are you open to looking at business outside what you currently are doing?
I think you would love this.	It may or may not be for you
You would be good at this.	This might be lucrative for both of us
New business opportunity.	Business idea or project
Are you interested?	You might want to see this
I want you to	You might want to, or, you might benefit from
You should	Is there any reason you would want
I want	I thought you might want to know
You need	I don't suppose you'd
	What if I told you
	What if you knew
Come to a meeting / presentation.	Meet some other members of the team.

Post It Note System Set-up

This is best done in partners

- Start with the top 10 people in your cell phone who are: Smiling, happy, positive people who are willing to help
- Stand up while making calls and walk around Place post its on the wall while on the phone
- The partner can put up two "post its" at a time to help you stay on track
- Partner can keep caller on track....giving a signal if the call is running long or if you are talking too fast
- Give a "high-five" after each call regardless of result...keeps energy up!!!
- If you feel you have to "convince" someone...they are not right at this time.
- Thank them for their ideas and get off the phone..take it away..."sounds like this just isn't for you"
- "Seems like its not a good time and you're too busy" I understand, its not for everyone"

Post It Note Wording

Copy each phrase on to a yellow post it

Take a pause at the end of each note to give the listener a chance to absorb what you said

1. Clear the Time

"Hi Sue, its Jan from the gym...do you a have a minute to chat?"

2. This is actually a business call, and I only have a few minutes, BUT would love to hear your news

3. Project

"I am working on a project that is expanding and I keep thinking of you or need some help"

4. Device

"We have a device, the size of a cell phone, that uses energy to make faces and bodies younger without pain"

5. Models

"I need a few models to practice on, would you be able to help me out?

Questions-What is the website?

Prospect may ask what the website is:

"Sure I can send you info and pics....but I am on a timeline...do you think you know anyone who can help this week...or no?

note: I send "before and after photo's if anything, not a website...this is a product to experience in person.

6. Questions-What is the company name?

The technology we use is ageLOC have you heard of it?

I do not say Nu Skin....I want them to experience our newest technology and not get us confused with previous perceptions.

7. Nail down the time

"So Sue, YOU want to be my model, great!!! We have a training on Tuesday or Thursday...which is better?" "So Sue, I am so glad your daughter can help me out, what are her normal days off...great I will stop by with one of the trainees at 6pm"

Or Scanner Technology

"I am working with a Biotech Company that has a device that does a live cell measurement of a persons antioxidant levels, as you probably know antioxidants are a really good indicator of a persons inside health..."

Script Ideas

When someone asks you what you do!!

So, tell me what you do?

• I'm working with an International company that is expanding rapidly in one of the fastest growing markets in the world!

What's that??

Do you know anything about the anti-ageing market?

Yes, a bit/ no not really

Well, its up there with the fastest growing trends; you know, baby boomers and all that, and our company
has recently released some technology that has grown our market hugely – in fact, we have outperformed
both Google and Apple in the last 12 months.

What is it?

 Well, its being driven predominantly by a little device that uses energy to make bodies and faces look younger.

Wow, really? How does that work?

• Well the best idea is to have a play with it. When would be a good time?

Cold calling in new markets

Nina Loisel uses this script when new to an area and wanting to identify key people to work with:

Call to the largest real estate, most successful business in an area

Hi, I'm new to the area. I'm working with an international company that is expanding rapidly. I'm looking for some key people to open up this area. I've heard that you're the best ... real estate? ... in town, and I wondered if you could spare 15 minutes of your time to have a coffee and let me know who I should be talking to.

Louella Hatfield's Script:

Look I know this sounds most unusual but I work with a large international business that's expanding here and overseas. You impressed me because

I am working with a group of business minded people in a way that doesn't interfere with what they are doing at the moment but is very lucrative.

If there was something that didn't interfere with what you were doing and was very lucrative would you be open to finding out more about it? Or meeting for a coffee?

Katrina Dolahenty's Script:

Inviting Business People

I've recently started a/another business working with people who are introducing new anti-ageing technology to the Australian market. It can both prevent and reverse the signs of ageing. We're looking for a few business minded people to help with the launch. It is a huge market and over the next 2 years there is going to be \$43million up for grabs. Would you be interested in a share of this? / Who do you know that might be interested in a share of this?

I'm working with some people who are launching a technology that pauses ageing at its source. I'm helping to set up the marketing. I'm looking for a couple of key people to work with. I'm giving you a call because eg people person, organizational skills, entrepreneurial, I think there is a lot of money to be made here. Are you open to looking at something new?

Lets meet. I can introduce you to a colleague who's doing an overview Thursday pm.

If they say can you email me something, say NO! Let's catch up, its a little gadget about the size of a cell phone, its very visual,lets meet.

How to Invite to a Bring a Model Night

I have started working with a Anti-ageing Company, that are launching new technology here on the Gold Coast, that is really exciting. It is a device that rejuvenates your skin and you see results in 10 minutes! It has been HUGE in Europe for 3 years and taking America by storm, I like to call it a little Wrinkle Iron! And there is no Pain.

As part of my training I am attending an event on Tuesday 9.30 am or Friday at 10.30 and I need to bring two models. Will you help me out and be my model? Do you know anyone that would like to be a model.

Perfect! I'll pick you up, or let me give you the address I appreciate that I can count on you to be there. Thank you so much!

Looking forward to seeing you there! If you are unable to attend please let me know.

3 Way or Referral Call:

Hi, its suggested I give you a call.

She has recently started working with our team. We are partnered with a science based anti-ageing company launching exclusive products in the Australian market that we have the global rights to.

These products reverse ageing on the outside as well as the inside; in fact because of the groundbreaking technology, our company has outperformed both google and apple in the last 12 months. Yes, we're talking about the baby boomers.

Their growth has been huge in The US and Europe, and has only recently come to Australia. We are currently looking for business people to get the product to market. (putting teams together to capture market share.)

----- thought of you because of your business acumen/ your outgoing personality and business background/ you're really switched on and a self starter.

The Australian market is wide open. If there was a lot of money on the table would you be open to looking at something new?



One minute presentation - Big Al

The 3 questions that people want to or will ask about your business:

- 1. What kind of business are you in?
- 2. How much money can I make?
- 3. What do I have to do to earn that money?

The approach to use would go like this. The prospect asks the question ...

- Q. What kind of business are you in?
- A. You know how most people would like an extra \$20,000 to \$30,000 per year income? Well, what I do is show them how to do that within 12 months.

Q. How does that work?

Then proceed with the presentation

"I can give you a complete presentation, but it would take an entire minute.

When could you set aside a whole minute?"

Most people will say "Right now."

The \$20,000 to \$30,000 per year approach.

- Don't change (keep recommending products and services e.g. restaurants, books, movies etc.)
- We have the exclusive rights to the world's smallest wrinkle iron that will take 5-7 years of age off the faces of most people over 40 years of age (or whatever product or technology you choose).
- All you do is demonstrate the wrinkle iron to 2 people per week.
- Find 4 leaders (people who feel the same way that you do about the business)
- Over a period of 12 months, from all of the people who you come into contact with and they come into contact with etc., find about 30 people each who like the products.

Or

- We have a new energy product made from botanical ingredients that will give most people a huge boost in energy and focus.
- All you do is find 2 people per week who want the product.
- Find 4 leaders (people who feel the same way that you do about the business).
- Over a period of 6 months, from all of the people who you come into contact with and they come into contact with etc., find about 30 people each who like the products.

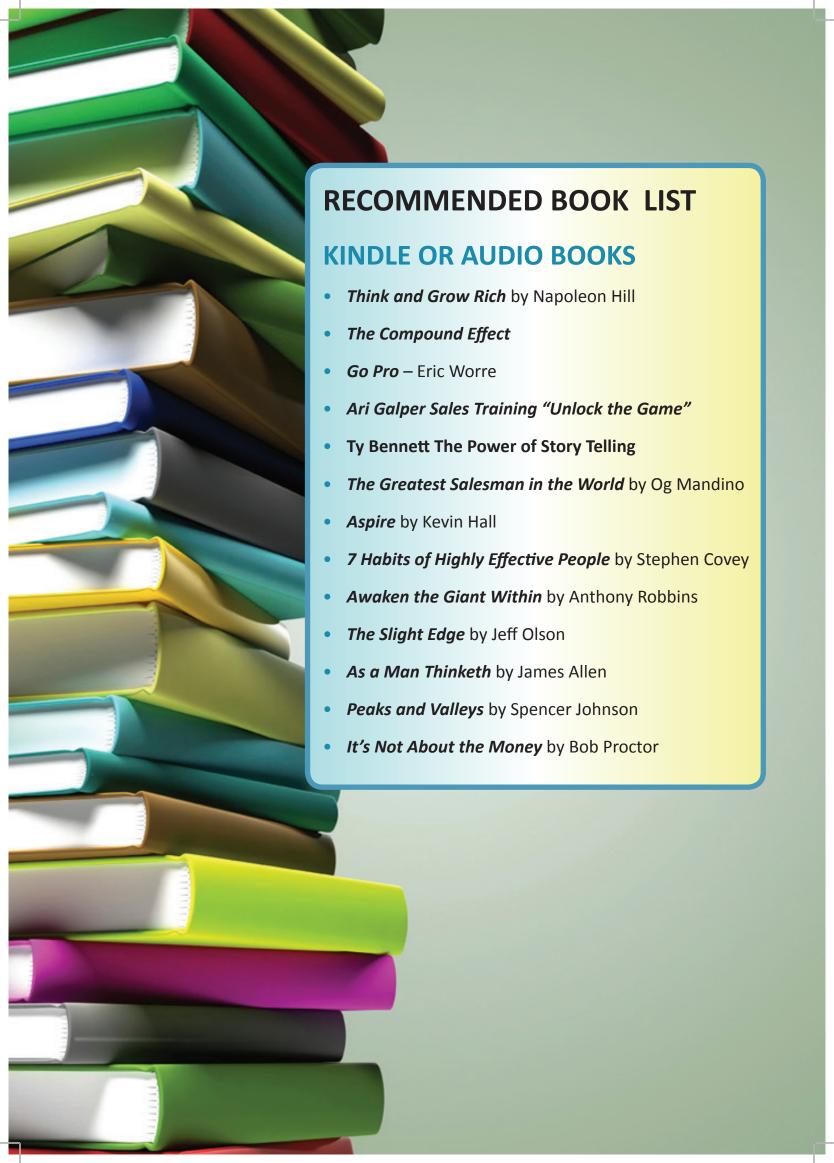
... and then you would earn \$20,000 to \$30,000 per year.

Now for the big close:

- 1. Well, what do you think?
- 2. And that's it.
- 3. And the rest is up to you.







3 Minute Business Presentation Example

http://recording.freeconferencecalling.com/mp3/910022/910022/IA9688 07032013070007410 1052441.mp3

You might wonder why a Ph.D. Economist would be involved with Nu Skin – a direct sales company – and that's a good question. (use your job/title here)

I had all the visible signs of corporate success, but no lifestyle – no time freedom – and it just was getting worse. (your pain/story)

On those days when it would get particularly bad, I'd find myself dreaming of being somewhere else – or someone else. Have you ever had a day like that?

I'd dream of being a Bill Gates or a Steve Jobs. Entrepreneurs who started in a garage with a few thousand dollars and a great idea that changed the lives of millions of people around the world.

Well, I had that same dream ... but I just didn't have that "great" idea.

But what I quickly realized was that I didn't need to have a great idea. What I needed to do was find someone who did – and be able to capitalize on it. And years ago, I was fortunate enough to be introduced to a young man named Blake Roney, the Founder of Nu Skin. (Fortunately, I came across a Company that was started by a young entrepreneur who did. His name was Blake Roney, the Founder of Nu Skin). He also started in a garage with a few thousand dollars.

Blake actually had two great ideas. His "all of the good, none of the bad" product philosophy has changed the looks and lives of hundreds of thousands of people all over the world. And his global, seamless compensation plan has led to the creation of more million dollar earners than any other company in the Industry.

So innovation is in Nu Skin's DNA ... so is Acquisition Innovation and Acquisition! That's what sets them apart.

The acquisition of Pharmanex, and the exclusive distribution rights to the Bio Photonic Scanner, put them into an entirely different category, and allowed them to guarantee nutritional results because they could be measured.

Its newest acquisitions, Life Gen and Nox Technologies – have led to age LOC –an anti-ageing science that is really an enabling technology – a technology engine that has already led to life-changing products with many more coming in the years ahead.

Most exciting is what's going to happen in October, when the Company launches the World's first genetic-based weight management/body reshaping products – a launch that will rival that of the iPhone 5 – yet Nu Skin is only a fraction of the size of Apple.

Can you just imagine that potentially millions of lives can be changed by this revolutionary new science? Not only by the TR90 products – but by the volume that will be created in an income model that allows people to create a business around the World – and in the process, create a lifestyle for themselves that most people only dream about.

Paula and I call it A Privileged Lifestyle. (It's a privileged lifestyle) That's what we offer people and that's what we wish for you. (and that's what's available to you.)

SIMPLE 3-PART RECRUITING PROCESS

5 minute Presentation / Overview of our Business

http://www.oneteamglobal.com/System7-1-On-1-Video.aspx

(use the current month as the password)

Qualifying Questions:

- Would you say that you are satisfied with what you are doing right now?
- Is there anything that you would want to change that you are doing right now?
- If you continue doing what you're doing, can you see things will improve in the next 3 to 5 years?
- Can you see yourself being free in the next 3 to 5 years?
- If there was a way for you to be free in the next 3 to 5 years would you want to check into it?

The Napkin Presentation with 4 Quadrants:

- 1. If you want to have what you want there's no sense in working for someone else. You are better off working for yourself. The 1st thing you need to check out are the Market Trends. What are people spending money on? Right now, there is a huge market trend for Skin, Health, Body & Fitness. It's a Trillion \$ market!
- 2. Now that you have the market trends......what next? You have to have the right product & science. So our company through 30yrs of combined research & more than 75 PHD scientists, we have developed a technology called ageLOC. This is the only one of its kind in the world that can actually reset genes that help people look good & feel good from the inside out & the outside in. From this technology we've developed different products and we guarantee the results!
- 3. This is Nu Skin...we've been around for 30 years! 30 years means we are a solid company. We are in 53 markets....that means we are growing. We are a Publicly Traded Company....that means we are transparent. We are growing at a very very fast rate. We've broken records every single year for the last few years.
- 4. The Marketing Plan. Do you ever shop at Cash and Carry? What do you need when you go there? You need to have a membership card every year. It's very similar to Nu Skin, but it's free for us. So people can have that membership card anywhere in the world and every single time they place an order online Nu Skin will ship that product direct to their door and because you helped refer them you get a commission.

How do we pay that? We don't have to advertise anywhere, We don't have to hire employees to sell our product, we don't have to have retail stores so we don't have to pay rent. So we take that money and we pay you for referring people to buy our products.

There are people who use this plan to make a couple of hundred \$ a month. There are people who use this plan to make a few thousand \$ a month and there are people who make \$10,000/mth and there are people who make more than \$50,000/mth. These are just average earnings.

From what I've just told you do you see yourself wanting to use our products for your own benefit?

Or do you see yourself wanting to know more on how to make money?

Or are you not interested at all?

Where are you at?

If they want to know more you can explain it there and then or you can invite them to the next Fast Start Saturday or next Business Meeting.

Close:

- Compliment "Someone with your mindset and experience could do very well at this business"
- Invite to see more- "Let's get together and I'll show you some of the products and a bit more about the business." ... or "We're getting together on xxx to explain a bit more about what's going on. Would love to have you join us." ... or "I know how busy you are, we've got a short 7 minute recorded call that will give you the basics: then we can talk afterwards and I'll fill in the details. When would you be able to listen ... and when should we connect again?"

Questions To Ask During A Demonstration

Have Your Guest Talking About themselves. They Will Be Far More Relaxed

- Tell me a little about yourself.
- So what do you love most about what you do?
 If you have done all those questions before, ask
- So what interested you most when I showed what we do? Face or Body, Product or Income?

Ask The Questions Then Zip It

- Is this something you see yourself using?
- Do you think others will see what you see?
- Do you think you or people you know could use something that comes with a Performance Guarantee?
- So what can we start you off with today?
- Also while we are doing up your order, can you think of anyone that may want another income to help their family?

Ask More Questions

- Would you know anyone that would want something that could do that?
- Do you think there might be a market for something like that?
 Your presentation should be a conversation. Not a presentation. Make it fun! your best demos are when you enjoy yourself and so does the person having the demo. Don't be fake, be yourself.

Always Ask What Products They Are Using.

- Do you think the product you use is helping with your "whatever they put on their consult form" eg wrinkles cellulite tiredness? Ok you might find that ageloc will achieve the changes you want.
- What can we start you with? So do you know anyone that you could help with tiredness, sore feet, bank balance?
- What have you tried in the past?
- Tell me about your daily beauty regime?
- How long do you spend on your routine?
- What's causing you the most concern?
- What can I help you with?
- What skincare issue can we solve for you?
- What areas concern you the most?
- We have 4 areas... Skincare, internal health, weight management and cellulite solutions... What area concerns you the most?
- If there was one thing you could change (in the way you look, the way you feel, and your life! Depending on what's relevant to the person/situation) what would it be?
- What is it that concerns you the most? And then that leads to more specific questions like. How long?
 Would you like to do something about that? Would it be ok if I showed you what I believe can help you?

How would you feel if you could fix that? Change that? Emotional responses.

Ask More Questions At The Business End Of The Presentation

- Would it be ok if I showed you the options for getting product/started?
- Show them the Beautiful and Rich and then ask: "Where can you see yourself fitting in there?"
- Would it be ok if I showed you how you can make the money?
- Show them the money (three columns) and then ask "where do you see yourself fitting in there?"
- Show them the packages and then ask "How would you like to get started today?"
- I like to finish things with 'where would you like to go from here?' whether showing them the money or products

When Filling Out The Form If You Are Having Trouble Getting It Filled Out Here's A Couple Of Simple Questions To Keep The Flow Going...

- Would you prefer the white or black spa?
- Would you like to use a Mastercard or a Visacard?

Selling The ADR

• Do you like getting free products? We have an ordering system with benefits! Can I get you started with your rewards today?

The Self Confidence Formula

FIRST. I know that I have the ability to achieve the object of my Definite Purpose in life.

Therefore, I DEMAND of myself persistent, continuous action toward its attainment, and I here and now promise to render such action.

SECOND. I realize the dominating thoughts of my mind will eventually reproduce themselves in outward, physical action, and gradually transform themselves into physical reality, therefore, I concentrate my thoughts for thirty minutes daily upon the task of thinking of the person. I intend to become, thereby creating in my mind a clear mental picture of that person.

THIRD. I know through the principle of auto-suggestion, any desire that I persistently hold in my mind will eventually seek expression through some practical means of attaining the object. Therefore, I devote ten minutes daily to demanding of myself the development of SELF CONFIDENCE.

FOURTH. I have clearly written down a description of my DEFINITE CHIEF AIM in life, and I will never stop trying until I shall have developed sufficient self-confidence for its attainment.

FIFTH. I fully realize that no wealth or position can long endure unless built upon truth and justice, therefore, I will not engage in any transaction which does not benefit all whom it affects. I succeed by attracting to myself the forces I wish to use, and the cooperation of other people. I induce others to serve me, because of my willingness to serve others. I eliminate hatred, envy, jealousy, selfishness, and cynicism by developing love for all humanity. I know that a negative attitude toward others can never bring me success. I cause others to believe in me, because I believe in them, and in myself.

I sign my name to this formula, commit it to memory, and repeat it aloud twice a day, with full FAITH that it is continually influencing my THOUGHTS and ACTIONS affirming my commitment to be a self-reliant, and successful Team Elite Leader.

Signed	Date	

Edification - Introduction and 3 way calls

Bill Toth Team Elite says it so well...

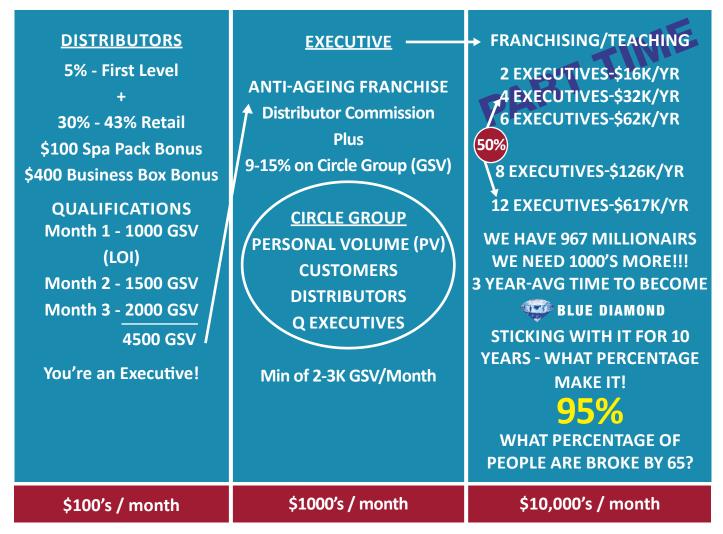
A necessary and critical part of every three way call. Call your coach first, then call prospect, then edify prospect first, then edify coach...then zip your lip, grab a writing instrument and take notes https://www.youtube.com/watch?v=YUgwQ0NktBE&index=20&list=PL6T4ZUnDPWDEhs_JO-8SddF2R6GBjLI1i



Compensation Plan

Its is very important that you learn quickly and effeciently how to show a new prospect how the money is made with Nu Skin. First understand it yourself and then start showing it! The faster you do this the faster your business will grow!

Refer to your compensation plan brochure in your Nu Skin Business portfolio.



Deep For Dough!							
→	12 x 3000 x 5% x 1.2	=	\$2.160				
→	24 x 3000 x 5% x 1.2	=	\$4,320				
→	48 x 3000 x 5% x 1.2	=	\$8,640				
→	96 x 3000 x 5% x 1.2	=	\$17,280				
→	192 x 3000 x 5% x 1.2	=	\$34,560				
→	384 x 3000 x 5% x 1.2	=	\$69,120				
	Total Monthly Commission	=	\$136,080				

The mathematical example shown on this page is for training purposes only, real world results will always differ. Income in Nu Skin is only earned by developing product movement and consumption.

Basic NSE Compensation Terms

- CSV Commisionable Sales Volume: CSV is equal to the wholesale price of a product or service minus any taxes, Fast Start Payments (FSP), and PSV discounts (ADR, Web, etc). You are paid on the CSV of each product
- Point Value: The point value assigned to a product or service for Executive qualification purposes.
 Usually 1 PV = In Australia it is currently (Feb 2013) approx \$1.45 (inc GST)
- **PSV Personal Sales Volume:** The monthly Point Value of the products and services you purchase from the Company primarily for retail sale or personal consumption.
- ADP Automatic Delivery Rewards Program: Recurring monthly subscription.
- **GSV Group Sales Volume:** Cumulative sales volume of PSV, ADP Customers, and Distributors in your sales organization (Circle Group).

Basic NSE Activity Requirements

To receive a commission cheque from NSE you must meet basic activity requirements. This is achieved by generating 100 PSV either from your own purchases or a combination of your own and your customers' purchases and 1 ADR (monthly subscription) of product.

Becoming an Executive

Executives are eligible for higher levels of income. There is a 3 month qualification program. You can compress qualification into a one month or two month period by achieving 4500 GSV.

Month 1 (LOI)	Month 2 (Q1)	Month 3 (Q2)	Month 4 (Exec)	
100 PSV 100 PSV		100 PSV	100 PSV	
1 ADR 1 ADR		1 ADR	1 ADR	
1000 GSV	1500 GSV	2000 GSV	3000+ GSV	

Be sure to refer to the NSE Compensation Plan for complete details about Executive Qualification.

Important Note: Register an ABN in the first month of business as the ATO will impose 48% withholding tax to your commission cheque without this.

Further Resources

- 1. <u>www.nsinsight.com</u> Prospecting videos as well as members section training. Also schedule of upcoming events and booking page.
- 2. www.otg.global Getting started videos, System 7 training (password is the current month)
- 3. www.ageLOC.com information on ageLOC including science information
- 4. Monday Night Team Training Call run by local leaders

Time is 7.00pm Qld, 8.00pm NSW & Vic, 5.30pm WA, 10.00pm NZ **

Dial-in: 03 86720150 Conference code: 559038#

** subject to change with Daylight saving hours

5. Monday Night Business Overview Guest Call 8.30pm (Sydney Time)

This call is designed so you can invite your interested prospects on to hear a conference call from a successful and experienced leader covering the latest information on the ageLOC business.

Toll-Free Conference Call Phone Number: AU 1800 153 721 NZ 0800 442 709

Then enter the PIN:576821# to participate

Please note: Daylight Savings time during summer and adjust for your own state

- Archived Calls: access calls via Soundcloud (there is a free mobile app) the sites to follow are: nsinsight
 (for local training and business calls), oneteamglobal (for calls uploaded daily from the USA), theflightplan
 – interviews with team elite leaders.
- 7. Email productspecialist@nuskin.com for any questions about products and ingredients
- 8. Email <u>dsaustralia@nuskin.com</u> for Distributor support.



BUSINESS ETIQUETTE

Upline/Crossline

To make meetings as effective as possible for everybody and to maintain a professional atmosphere, it is important to follow a few simple rules of etiquette. Proper behaviour at meetings is also a clear demonstration of the respect and value you place on the business. Behaving the correct way at group business presentations is important when building your business. Below are 5 key areas of distinction so that new distributors understand the dynamics of each and their role. It has a positive impact on your business if you follow the etiquette set out. UPLINE

- Always edify your sponsor, your upline executive team & Team Elite.
- Your upline team are your coaches and mentors in the business. These are the only people who have a
 genuine vested interested in helping you succeed. Always go to them first regarding guidance, advice or
 direction for your business. Do not take advice or coaching from anyone who is not in Nu Skin or not in
 your upline.
- We maintain a positive, loyal, cheerful and encouraging attitude that reflects our belief in Nu Skin & our upline.
- When we have a problem, we discuss it only with our upline or the company. Not with crossline, sideline or downline. Only discuss your personal business with your upline, No one else.
- If you want your upline to talk to a guest for you, you should take your guest to the upline, do not wait for your upline to come to you.
- If you would like your upline to get to know your new distributors in your team, you get the new distributor
 to call the upline, not the upline to call the new distributor.
- If you are using the services of your upline (ie. 2-on-1). You should provide all the prospecting tools for your prospect as you are the host. And you should also pay for the upline's coffee.
- Respect sideline, crossline & guests. Don't cross over the line and try and be their coach & mentor and give advice. That role is reserved for their upline.
- We always praise & edify the sponsor and leaders of another distributor. We encourage them to follow their upline.
- Treat other distributors' prospects, as you would want them to treat yours. Be supportive and friendly to your crossline or sideline's guests. Don't speak with the guests of other distributors unless invited to.
- If a guest arrives at the meeting and the distributor who invited them is not present at the meeting or lives out of town, or not in your group, welcome them. Tactfully and pleasantly ask them to call the person who invited them with their questions straight after the presentation.
- Don't talk about the business within earshot of either your or anyone else's prospects. You don't want
 your prospect to overhear something out of context, and misunderstand some important aspect of the
 business.
- No negative speaking in front of guests. Business briefings are not the arena to discuss any problems you
 may have. Be upbeat, positive, happy and most importantly, enthusiastic.
- Don't say "buzz words" to other distributors in front of guests, eg. Prospects, distributors, sign-up, upline, downline, executive, etc..
- We never use our Nu Skin contacts to promote any other business or products.

Prospecting

- We only recruit others who are not currently active in the Nu Skin business. We never entice someone
 who is actively pursuing the business to switch to our group.
- If a prospect has been spoken to or followed up in the last 6 weeks by another distributor or your upline
 please refer them back to that distributor with edification.

Teamwork

- It is a lot of work to organize and conduct meetings. Be helpful and supportive to the host of the meeting. If you don't have a guest, it is still important that you come to the business briefing. It is great support for others who are coming who do have guests. The more people in the room, the more positive energy it creates. If you have a guest at the business presentation, you like others to be in the room, so it works both ways, support others and they will support you.
- Be professional & set the example by being the most interested person in the room even if you have heard the same presentation 100 times. Be attentive, behave as if it is the first presentation you are watching. Don't flip through pages or look bored or play with your phone. Switch mobile phones off, no side conversations. Others will duplicate.
- Participate and laugh at jokes and be excited about the presentation, your guest will follow your lead.
 Whether you are the presenter or not, your role at every meeting is to give the business credibility. Your actions will be observed by everyone in the room and will either give value to the presentation or detract from it. They want to know how excited you are about this business.
- Be sure you have prepared yourself ahead of time to stay seated until the end of the presentation. It is
 very disruptive for people & the speaker when you get up and leave in the middle of the meeting. Never
 leave the room during the presentation, your guests might just follow you out.
- When you sit down for the presentation, please sit in the front rows and work backwards, it is not nice
 for the presenter to have an empty front row. Experience has shown that the guests who sit in the front
 row have a higher chance of joining. When seating is limited, guests sit at the front, distributors sit at the
 back or stand.
- If you arrive late, do not disrupt the meeting by walking to the front of the room or greeting people even
 in whispers. Enter quietly and sit in the back. Guests arriving late may stand at the rear. If you are already
 seated, do not go to the back to greet them as it is very disruptive to the speakers and other guests.
- Dress professionally Business Attire or semi casual business attire is recommended for all business presentations. Trainings are casual.
- Meetings are not good places for pets and children. We all love them, but it is a business presentation.
- Arrive 15-20 minutes early to greet your guests. Know who your guests are and greet them at the door.
- Dealing with difficult prospects:

Occasionally, you'll find yourself having to deal with an unusually skeptical or negative prospect whose attitude may actually be affecting other distributors and guests. We suggest you tactfully take such prospects aside and invite them out of the meeting room with you. For example you could say, "Well [name], I see you have some great questions, let's go out to the lounge and talk 1 on 1." Keep in mind that these people sometimes become the most committed distributors once their concerns have been addressed. On the other hand, at times you just have to say "next".

Expos or Trade Tables

NuSkin has a system for Expos and trade shows.

A distributor must apply for approval. If it happens that you have not done this and there is another distributor at the event – you will need to pack up and go home.

How to set up YOUR Demo Kit!

Bag Contents:

- Before and after photos
- Flip Chart
- Anti aging concerns /Order forms
- Scan Cards

- Pen and pencil
- Notepad
- Optional: Ipad, Computer
- ageLOC Pearls
- ageLOC Gentle Cleanse and Tone
- ageLOC Transforming Night
- NaPCA Moisture Mist
- ageLOC Gels
- ageLOC Body Shaping Gel
- ageLOC Dermatic effects
- ageLOC Future Serum
- ageLOC Body Spa
- Galvanic Spa and attachments
- Disposable Face Washers
- 1 Mirror with stand
- Headbands
- Hand-outs



Group Run Demo Event Structure:

Distributors all bring one or two guests.

Each distributor is given a job from the following:

- 1. Introduction welcome, tell their story and explain what we will be doing during the event
- 2. Difference demonstrated starting with their own story
- 3. ageLOC overview (5 mins) starting with their own story
- 4. Galvanic Spa overview (5 mins) starting with their own story
- 5. Body Spa overview (5 mins) starting with their own story
- 6. Scanner/Lifepak/Y Span (5 mins) starting with their own story
- 7. Business and close (5 mins) starting with their own story
- 8. Do the demos asking the questions that you ask through a demo



PARTY CLOCK

Host Huddle 5 minutes BEFORE party then, START HERE!

