

As a Melaleuca Advertising Executive, I am helping families and individuals to discover powerful, life changing products, as well as a system and strategy to help them enhance their lives in all 4 areas of wellness – physical, environmental, financial and personal. I love assisting people to get out of debt; to create long-term, reliable, residual income and to enjoy time to do what matters most to them.

I am clear on my Why. I know why I am engaged in this business and I know exactly what dreams it is helping me create for myself and my family. I listen to my LifeVision first thing every day and feel incredibly confident in receiving each one of those dreams and goals. How grateful I am for Melaleuca, for helping me to realize those dreams. I am also grateful for the person who told me about Melaleuca; I want to be that person for others.

I am building Melaleuca as a serious business and I dedicate 8:30 to 12:30, each morning, 5 days a week, working on it with focus. My team and clients honor my business hours and they have many other resources to help them during my off hours such as other leaders, customer service, our FB team, our Regional Management team and recorded calls and videos.

During my focused business time, I review my contact list, always adding names as they come to me. I am optimistic about the outcome of each phone call I make. I recognize that each call I make is one step toward building a reliable, residual income. I am consistent in contacting a minimum of 2 new contacts a day. These people come to my mind through inspiration or come into my life through my daily interactions and networking events. I make my phone calls two hours every morning when my mind is fresh and I have plenty of energy and passion. Because of my influence with people, I am able to create curiosity in the business that helps my prospects become anxious to search for more information. Ultimately, I schedule an appointment or invite them to an overview that fits into their schedule.

Because of my diligence and consistency, I share the Melaleuca concept with at least **4 customers weekly** by inviting them to a

webinar, a one-on-one or a group overview. I attract people with passion and drive who are seeking positive change and they recognize quickly that this is a fit for them. I spend 30 minutes at 9:00 am on M-W-F sending emails and making calls.

I thrive as an Advertising and Account Executive. I present with confidence, passion and enthusiasm. I feel very confident in the way I present in my overviews and also how I share the business concept; whether I am doing it one-on-one or in front of a large group. I am a woman of great courage! I take charge and show people how to succeed. They respect my confidence.

With ease I tell people what I do in my career. I know I am introducing them to something that can enhance their life!! That motivates me to share this concept with them. People love the convenience of my shopping system and the reasonable prices and they are impressed with the simplicity of the business model. I feel good about the work that I do and I enjoy helping people.

My favorite part of my business is when someone trusts me and opens their account immediately. It comes as naturally as breathing. I understand that closing a person is merely helping them recognize that NOW is the time for decision-making. They are excited about what I've shared with them and they are anxious to continue. My potential clients are comfortable with the manner that we transition to this close. I lead them gently to CHOICE and they make the correct one for them. I have learned to master this by practicing on friends and family many times. My expertise pays off, as I not only gain a new client but also income that provides for my needs and the needs of my family.

I am a powerful communicator. I have a great ability to help people make a confident decision with urgency. I help them recognize that there has never been a better time to take action. I am able to instill in them a confidence in Melaleuca as a fabulous business for them and for the people they know.

My expertise pays off as I show my business partners how to personally refer 8 new customers in their first month and 4 each month after that. I help each of them reach the status they desire within 90 days of their enrollment. I am establishing a reputation for my ability to create a solid foundation in my organization and help my business partners stay on course for Senior Director and beyond.

As a leader, I set the example for my entire organization by following the 7 Critical Business Building Activities, on a daily, weekly and monthly basis. I feel blessed to lead a caring and ambitious team. As a leader, I create a sense of urgency for my team members. When I enroll a new business partner, I create urgency for them to earn income within the first 72 hours and help them engage in the business correctly from the moment they open their account. I easily explain to them the Pacesetter program that allows them to build a team rapidly and generate reliable, ongoing residual income, with a solid customer base of monthly shoppers.

I welcome each new Business Partner with the Let's Build Together email, which includes homework steps for them to get started. I follow this up with a 48hr. follow-up call or meeting, to teach them the basics they need, to feel comfortable inviting others to hear about their new business. They feel the excitement of having a proven system to follow and they experience immediate and continued success.

I follow-up with my customers, to help them change their shopping habits and maximize the benefits of their Preferred Customer membership. They appreciate my caring attitude towards them and they are anxious to shop each month and try more and more products. This provides the solid customer base of returning customers that fuels my business success.

I am the type of leader that others want to follow. I am a positive influence for good to all that I associate with in this business. I have a system that is easy to follow and can be duplicated. I encourage

my team with positive messaging, whether interacting by phone, in person or online.

It is easy to see who my emerging leaders are. They are coachable, they follow the steps I lay out for them, they stay in contact with me daily and they regularly update their LifeVision. They move to ACTION! I have created a great team of energetic leaders who have fun working this business together. I hold weekly team calls that my team members are anxious to participate in and share with their new business partners, as well as live group overviews that all team members invite guests to attend.

I regularly listen to the training calls provided by the company and encourage my team to, as well. I have a weekly call with my Regional Manager and we strategize ways for me to grow my business with purpose and power.

My team is energetic and has fun doing this business together. I am a leader that serves. I set an example of service that my team follows when dealing with their teams. I daily look for ways to support and encourage my organization. My success is measured by how many people I help become successful. It is so exciting and fulfilling to see those that I introduced to the business become hopeful about their financial future.

I am developing a self-motivated, result-oriented group of new leaders, every 60 days. I simply provide direction, correction and encouragement. They have a large circle of influence and have credibility within their circle of friends. They eagerly follow my instructions to achieve Director Status quickly and begin developing Directors themselves.

I understand the vital importance of spending time each day on growing myself as an individual, in order to attract new people into my circle of influence. Therefore, my first business priority and most pivotal habit for ongoing success is **Personal Development**. I spend at least a half hour each day – outside of my focused business time – listening to audio CD's or reading books that help me grow my

leadership abilities and understand sales, marketing, abundance principles and how to inspire people. I love that I am in a business that allows me to grow in these ways and get paid to do it!

I have distinguished myself as a leader in Melaleuca.

By _____(date) I achieve _____(status).

My financial dreams are being met as I am consistently making at least

_____per month or better, beginning (date) . In 2014, I make _____a year or better and am working approximately 20 hours a week.

What a Lifestyle! This has blessed my life and my family as we are now able to enjoy every single thing in my LifeVision.

My business flows. I work hard and sacrifice, but I also experience incredible joy!

I know that I am building my family's future, and my own personal potential. It is worth it! I stick with it no matter what. I am persistent, because I know that persistence is what creates success and miracles.