

## Week Four – Them + 2 / Reach the second leadership level (Manager)

### 1 Get Paid, Get your People Paid

- Watch [How to Earn \\$\\$\\$](#)
- Show your team the resources to help them reach their first leadership level - Consultant
- Schedule 3-way calls to assist new team members



Earn your **\$250<sup>US</sup>**  
**\$277<sup>CAD</sup>** **Crystal Manager Bonus**  
Complete You +2, Them + 2 within 30 days

### 2 Gradient of Events

Attending events is critical to your continued success in your Isagenix business. Here is a list of the different types of events that you can participate in – from local to national and international too!

1. Personal meetings – one on one, or two on one
2. Conference call and welcome call
3. Weekly Team Calls – Tuesdays 7:30 pm Mountain Time [Local Call in Numbers](#) PIN 569594#
4. Listen to Webinars (conference call from your own home)
5. Launch party – whether it's your own, or another team member that's hosting, participate and meet other members of the team and new people who are interested in hearing about the products and opportunity.
6. Opportunity meeting
7. Super Saturday – scheduled throughout the year. Ensure that you attend local events, but consider travelling to events in other cities too, if possible.
8. Isagenix University – various times and locations throughout the year
9. Corporate events - New Year Kick Off (January) and/or Celebration (August)
10. Top Achievers/President's Quest/Isaderby

### 3 What's Next?

1. Repeat the steps outlined in these 4 weeks to continue creating Consultants.
2. Ensure that you let your new team members know what they need to do in order to reach the different levels of leadership.
3. Listen to podcasts to further your knowledge and belief in the products, the company, the compensation plan and network marketing in general.
4. Link arms with team members and stay connected and engaged.
5. By attending events you will always learn something new, meet someone new, hear a new story, or be inspired by someone's transformation and that will help you immensely as you grow your business.