

## How to Set Up a Cleansing Support Team

The use of a cleansing support team can make a huge difference in both the success of your new Associate's cleanse, and the growth of his or her business.

As you introduce this concept to your new Associate, simply say:

“Mary, next we're going to set up a support team for you. When I ask you for the name of someone that you love, that loves and supports (or respects) you, too, who's the first person you think of?”

“Great! And what's (his/her) phone number? OK. Now, who's the next person? And (his/her) phone number? OK. Who's the next person? Etc.”

If your new Associate asks you why you need the phone numbers of these people, you simply explain that the 2 of you will be calling these support team members on days 3, 10, and 30 of their cleanse just to report in with results. That's it! Simple!

Once you have the list together, you and your New Associate are going to dial through that list together. Your New Associate will be the first to speak – and will explain to the support person that you call that they are starting on a new health and wellness program, and they'll be working with a coach – and as part of the program, they'd like to introduce the coach (that's you!) They then introduce you.

At that point, you will say something like:

“Hi Jane! It's good to meet you. As Mary explained, she's embarking on a health and wellness program and I'll be coaching her through her program – and as part of the process, we like to set up a support team! When I asked Mary who it was that she loved and respected...that loved and respected her in return, your name was at the top of the list. So, we're calling to invite you to be a part of Mary's Support Team. Whaddya say?”

Usually, folks will ask what they'll have to do, and you reply:

“It's simple! We're going to call you on day 3, day 10, and day 30 of Mary's program to report results. That's it! The only other thing that we ask is that if you're with Mary during this period of time, that you support her choices! Your support is going to be really important to Mary's success!”

“So, Mary's getting started on Monday, and we'll be giving you a call on Friday (Day 3 of Mary's Cleanse.)

Now, if you've just read this and you're thinking “WHAT? That's not 3 days!” Remember: it's Day 3 of the cleanse. Under most circumstances, we advise Pre-cleansing for 2 days prior to beginning the cleanse. The cleanse begins when we begin to

drink the Cleanse For Life Drink. So, in our example, if Mary started on her Pre-cleanse on Monday, then Monday and Tuesday would be Pre-cleanse (or Shake) days, Wednesday and Thursday would be Cleanse days, and Friday would be Day 3!

On Day 3, Mary is going to be really excited! So when you call the support team members, YOU are the first to speak, and you say:

“Hi Jane, it’s Donna and Mary calling to check in with Mary’s results. Mary’s had a great couple of days – Mary...how about if YOU tell Jane what’s going on for you!”

Mary is likely to be over the top with excitement about the changes that she’s seen and felt in just the first few days of her program. She’s likely to find that she’s released pounds and inches; she’s likely to have increased energy and stamina; she’s likely to be sleeping better! And she’s likely to be ecstatic about it! Let her communicate her enthusiasm, and watch what happens!

As you start calling Mary’s support team with results, I guarantee you that folks are going to want to know WHAT Mary is doing! Walk them through the very same steps that Mary went through as she was evaluating our programs and our products, and they’ll want to do it, too!

It’s your duty to share Isagenix with all of these folks, help Mary to grow her business, and teach her how to coach and guide her new members through a cleanse with THEIR own support team!

Congratulations!

You’re on your way to growing a fabulous Isagenix business, while impacting lives in a powerful and positive way! You are making a difference!