



## 48-Hour Homework Assignment & Follow-Up

New Customer

Name: \_\_\_\_\_ Date: \_\_\_\_\_

Date Set for 48-Hour Follow-up: \_\_\_\_\_

With: \_\_\_\_\_

To Be Completed By The New Enrollee

### New Enrollee Homework Assignment Checklist

(Complete Prior to 48 hr Follow-Up)

Please Check Off Each Item As You Complete It

Description of Assignment		Date Completed
Review Your Personal Team Web Site		
Complete Pre-Follow-Up Session Work Sheet - Copy To Enroller		
Visit Value Pack Link in Members Area		
Schedule To Listen Business Overview Again		
Print Out Email Schedule of events		
Visit Melaleuca Store Online		
Review Business Kit & Product Catalog		
Watch "Changing The Game-DVD"		
Start Your Contact List (100-200 Names)if Warm Market		
Write Down any Product or Business Related Questions		
Select Your 1st Order (If You Have Not Already Placed One –Place it)		
Start your beginning marketing, get ads from your Mentor/Trainer, start registering at sites and start posting ads.		
Complete Your Paper Work Online or over the Phone, Order Bus..Kit		
Attend Steps to Success; 20/20, 60 way to Market & 48 Hour Follow-up		

# Weekly Time Commitment

While the great thing about building a Melaleuca business from home is the time flexibility you can enjoy, like any business it will take an ongoing effort for you to succeed. This is more so in the beginning when you are new and really need to plug yourself in to our Team's system for duplication. Remember our three C's in the ABC's Coachable (willing and ready to learn our methods) Committed (for your lifestyle to change you must be willing to make some changes) and Consistent (this is a "Part Time" business not a "Spare Time" business)

We have developed a Chart below to help you think about your goals to share with your Enroller or Mentor at your 48 Hr Follow-Up Session. Note the following Women's Dream Team® Categories:

Category	Customer	Market			
Goal	Only	Only for:	1	2	3
Income Goal	Preferred Prices	Free Products	Up to \$500 Per Month	\$500 - \$5,000 Per Month	\$5K-\$20K+ Per Month
Weekly Time			5-10 Hrs	10-20Hrs	25 Hrs
Tools You Should Have	Phone Line		(MelaCom) Email Web Site Business Kits – if In-Homes	Phone Line (MelaCom) Email, Fax, Web Site, Flip Chart, B.E.S.T. Tapes Business Kits– if In-Homes Auto Responder	Phone Line (MelaCom) Email, Fax, Web Site, Flip Chart, B.E.S.T. Tapes Business Kits– if In-Homes Auto Responder
Calls To Listen To	1. Product Call (Weekly calls)	1. Product Call (Weekly calls)	1. Product Call (Weekly calls) 2. 48 Hour Follow UP / strategy session 3. Training	1. Product Call (Weekly calls) 2. 48 Hour Follow UP / strategy session 3. Training 4. Live Present. 5. Leadership Training	1. Product Call (Weekly calls) 2. 48 Hour Follow UP / strategy session 3. Training 4. Live Present. 5. Leadership Training
Meetings	A Product Oriented Meeting Attend A Company Launch and		Attend All Company Launches & Special Meetings and Attend the Annual Convention		
Be Involved			In Fast Track	Lead A Fast Track Team	Facilitate Your Own Fast Track

# Pre-Follow-Up Session Work Sheet

In order for your Enroller and your entire Support Team to get to know you better and understand what you would like to accomplish with your Melaleuca business please complete the following questionnaire and either cut and paste it in an email to your Enroller and Mentor or print it out and Fax it to them prior to your 48 Hr Follow-up Strategy Session:

New Enrollee Name: \_\_\_\_\_ Date Phone

Enrolled: \_\_\_\_\_

Phone # \_\_\_\_\_ Email Address:

\_\_\_\_\_ Phone # \_\_\_\_\_ FAX #

Category Goal: (Circle) 1 2 3 4 5 Pacesetter Director Date: \_\_\_\_\_

## Personal info:

Your "Why" Statement (Why Do You Want and Need To Build A Melaleuca Business)

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Family (Names of Spouse & Children)

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Are You and Your Spouse Planning To Build This Together?

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Hobbies:

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Goals:

Income Goal:

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Personal or Physical Goals:

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Quality of Life Goals:

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Business Goals:

1 month:

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3 month:

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6

month:

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1 year:

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Long Term:

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My Senior Director Car Will Be:

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My Executive Director Car Will Be:

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Action Plan For Success: (What Hours Can You Commit to Daily and Weekly)

Schedule: S \_\_\_\_\_ M \_\_\_\_\_ T \_\_\_\_\_ W \_\_\_\_\_ TH \_\_\_\_\_ F \_\_\_\_\_ S \_\_\_\_\_

How will you be Building your Contact list:

Online: \_\_\_\_\_ Off-Line: \_\_\_\_\_ Personal Contacts: \_\_\_\_\_

Paid Advertising: \_\_\_\_\_ Combination of Everything \_\_\_\_\_

I Have Started My Contact List and Already Have \_\_\_\_\_ Names on It

(Please have a copy of your contact list available for your Enroller or Mentor to review with you at the 48Hr Follow-Up Strategy Session)

## Some Additional Important Points

### Before The Follow-Up Session

Prior to your 48 Hr Follow-Up Strategy Session it is important not to talk to anyone as you may be asked some questions that you are not yet equipped to handle. Part of Our follow-up with you will be to review some Approaches with you. We also have some sample Approaches you can review on this site.

Paper Work: If you have not already done so make sure you have completed and signed your Melaleuca Enrollment forms. There are 2: The Customer Agreement and The Marketing Executive Form. The Customer Agreement sets up your Customer Account and allows you to purchase products direct from Melaleuca with your own Customer ID#. The Marketing Executive Forms Allows Melaleuca to Pay You Commissions. Make sure your name is recorded on this form exactly how you would like to see it appear on your Melaleuca Checks! You can download Melaleuca Enrollment Forms from the link on our site. All paperwork can be faxed back to your Enroller. She will check it and let you know if it is filled out correctly. Most times this paperwork will be faxed to you filled out, and all you need to do is check the information and return it to your enroller.

Online Enrollments: If your enrollment was done online, you have received an email from the Corporate Office. Check the information and type your name on the last page if it is all correct. Hit submit and your enroller will get a confirmation and then set up your website.

Order: When you place your first order over the phone you can use your Social Security # or Phone # for Melaleuca to cross reference your account. When you receive your 1st order there will be an invoice enclosed. On the top left hand corner of your invoice there will appear a Customer ID#. This is your private internal Melaleuca ID# and the # you will need to set up secure online ordering through the Melaleuca web site. It's easy to do go to [www.melaleuca.com](http://www.melaleuca.com) and follow the instructions for online ordering. You can however use the web site to browse the shopping list as a guest. Simply go to [www.melaleuca.com](http://www.melaleuca.com) and sign in using username "shopping" and password "cart"

#### Your Personalized Women's Dream Team® Web site

One of the great benefits of joining our Women's Dream Team® is that you automatically received your own personalized replicated web site when you joined. Your Enroller should have sent this information to you already. Take a few minutes to check your URL website link to make sure it appears with your proper name, email address and phone number. If there are and problems or changes required please forward those changes to the webmaster at Platinum Designs immediately using the internet services link found on the main page.

## **Completing Your Homework**

Now go to the Homework Assignment and 48 Hr Follow-Up Check List to make sure you have completed all the steps necessary to proceed to your Follow-Up Strategy Session with your Enroller or Mentor.