

Introduction:Section 3

LiveWell Consulting Business Starter Worksheet

1. What is my purpose for building a successful business? List your top 2 reasons in each area to determine your "Why".

Health	Income	Freedom	Helping Others
1. _____	1. _____	1. _____	1. _____
2. _____	2. _____	2. _____	2. _____

My "Why": _____

2. My Goals

What do I want to accomplish in the next 90 days with my business?

What is the MOST important thing I want to accomplish with my business in the next 1 yr?

How many hours/wk will I apply to growing my business?

3. List the first 10 people/businesses that I want to share the products/business with?

1. _____	6. _____
2. _____	7. _____
3. _____	8. _____
4. _____	9. _____
5. _____	10. _____

*Work with your Mentor on how to invite guests to any of the above

Bonus Goal: Achieve Platinum Pace Setter Status: 4 Associates in 8 weeks Date: _____

4. Get Connected!

- a. **Add your email to your USANA Account.** Logon to your www.usana.com site. Go to "Manage Account" and then "Edit/Add Email"
- b. **Email a picture and Bio of yourself** to the LiveWell Consulting Head office info@livewellconsulting.ca
- c. **Sign up for LWC Team Facebook Group**

5. Necessary Training to Build my Business

- a. Live Well Consulting Intro and 12 Module Schedule of Training & Action
- b. My Weekly Action Plan
- c. Minimum 15 min/week call with mentor
- d. Team LWC Training - Talk to your mentor
- e. International 4 day Annual Health & Business Conference Usana Health Sciences
- f. Local LIVE Training & H&F Business Briefing once a month (if available)
- g. Super Saturdays/Train the Trainer - every 2-3 months (if available)

6. Compensation Plan

- a. Do I want to earn 10% or 20% commission
- b. Do I need to upgrade to a 3 Business Centers (BC)?
 - i. Yes, I need to upgrade. No, I already have them.
 - ii. If yes, I need _____ points (including autoship) by _____.

7. My USANA Back Office www.usana.com

- a. My Associate ID # is _____
- b. My password is _____
- c. Do I know how to change my autoship?
 - i. Autoship must be changed by the Friday before it processes.
 - Must remain at 200 SVP to earn 20%, or 100 SVP to earn 10%
 - ii. I know how to place orders between autoships
 - Shop @ USANA - place all product orders above autoship on Left or Right side of Business Centers to maximize commissions.
- d. Do I know how to use **Ask the Scientists** for product questions?
- e. Do I know how to use **Ask Andy** for business questions?
- f. To contact USANA for order info 1-888-950-9595 for all other questions, call Customer Service at 801-954-7200 or email dist.serv@us.usana.com
- g. Income Maximizer/DLM – free for 3 months, , unless an Entrepreneur or Pro Pack has been purchased for your business start up (includes 13 cycles of Income Maximizer/DLM).

8. Using the products

- a. I take my Nutritionals every day, at least twice per day
- b. I have done a RESET Carb Cleanse and continued with Phase I (weight loss) or Phase II (healthy maintenance).
- c. I understand how to use the Sensé skin health and body care line

****Your Healthy Lifestyle Program of Essentials or HP 100, 1 or both EFA's, 1 low glycemic shake/bar per day and the Sense Skin Health Line EQUALS vibrant, glowing skin, bodies and minds 😊 People all around will ask you WHAT you are doing 😊**

9. Business Development System (e apprentice)

A .I have completed the 8 modules of the Usana Health Sciences e Apprentice

10. USANA Events (Register now for best prices or phone to register your free tickets!)

- a. Regional Convention
- b. Usana Health Sciences International Medical and Business Training Convention