

Getting Started Guide



 **BODY WISE**[®]
for every body • every day

Welcome to Body Wise

Dear New Consultant,

It's about dreams. It's about health. And it's about the opportunity to live the life you want to live by helping others become more successful.

Welcome to Body Wise International, a world leader in research and development of nutritional supplements since 1989.

Our breakthrough products and incredible business opportunity are a winning combination designed to help you achieve optimal health and financial success more quickly and easily.

Your Body Wise home business comes with the freedom to set your own work hours and income goals. You are in business for yourself, but you are never alone. We are here to encourage and support your success every step of the way.

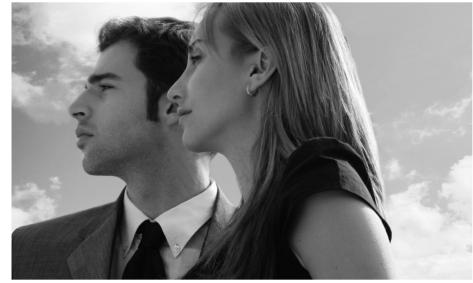
The time to begin your Body Wise success story is now!

Your Body Wise Executive Team

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Getting Started ————— Become a Product of the Product



Step One: Become a Product of the Product!

- Share Your Product Story
- Talk to Everyone

With the Élan[™] Weight Management System and BW 24/7 Kit, you have the perfect opportunity to share the benefits of weight management and essential nutritional products with everyone! As you experience the results of improved health, you will be able to share your personal experience with others. Your personal testimony is the most convincing form of advertising. Body Wise offers multiple product categories and kits to make ordering easy for each new customer and Consultant. See the Body Wise catalog or website for the complete product offering.

Nutrition Training

The better you can explain the benefits of Body Wise products, the more you will sell. Listen to the Product Training CD by Dr. Jacqueline Jacques and Tom Tierney, founder of Body Wise, to get familiar with all the products. Then join us one Thursday a month at 6:00 pm (Pacific Time) when Dr. Jacques presents new insights on our products and answers your questions on today's hottest health topics. 24/7 Essential Nutrition training is available in the Consultant portal section of www.BodyWise.com.

"I started a Body Wise business because of the unmatched quality of the products and they are easy to share with others. I was able to work part time on my own schedule, and equally important was the outstanding, ongoing support the company provides. I have been able to help people get healthier, accumulate a tremendous part-time income and earn phenomenal trips. My husband and I wanted to supplement our teaching salaries so we could go on family vacations and be able to put our two kids through college without going into debt. Not only did we accomplish all that, but we were also able to buy three properties on the beach in St. Augustine, Florida, where we live now, after retiring early from our teaching jobs. Thank you, Body Wise!" - Executive Directors Debbie & Jim P.

There are 4 basic ways to participate with Body Wise**Retail Customer Benefits**

- Excellent service and a 30-day money back guarantee
- Conveniently purchase Body Wise products:
 - Directly from your Consultant
 - Online at www.bodywise.com
 - Calling Customer Care: (U.S.) 800.830.9596 (Canada) 866.611.3438
 - Fax to (U.S.) 714-368-1296
 - Mail to Body Wise International at 17101 Armstrong Ave, Suite 101, Irvine, CA 92614

Preferred Customer Benefits

- Receive a 15% discount on all products
- Convenience of receiving your orders automatically each month

Consultant Benefits

Earn additional income by sharing Body Wise products with family, friends and other prospects. You will see your earnings increase with bonuses and commissions as you teach and train others to do what you do. With a minimal one time sign-up fee, you will receive your new Consultant Starter Kit, plus:

- A 25% Consultant product discount
- Opportunities to participate in monthly promotions and the Body Wise Compensation Plan, including commissions and bonuses
- The opportunity to share and sell the Body Wise products
- Build your own organization by sponsoring other individuals as Customers or Consultants
- Receive new and updated Body Wise marketing and communications literature, sales and business aids, and other Body Wise resources
- Receive recognition and rewards for your efforts
- Enjoy exclusive promotions and incentives

Manager Benefits

As a Body Wise Manager, you will experience opportunities for personal and financial growth. As you build your skills, your newfound self-confidence will help you move up the leadership ladder of success.

- Bonuses
- Commissions
- Overrides



Getting Started _____ Decide What You Want

Step Two - Decide What You Want

Your first step is to decide what you want your Body Wise business to offer you. Take a few minutes to list your desires and set goals for the income and dreams you want to have, along with the time you will set aside each week for your Body Wise business (i.e.: special family vacation, new home or car, college for children, living debt free, etc.).

How much income I want to earn: \$ _____

My family goals:

My personal dreams:

What I want to have more time to do:

How much time do I have to invest (part-time or full-time): _____

Whether you choose to work your Body Wise business part-time or full-time, your earnings will match your level of activity, as you build a network of people who duplicate what you do and share the Body Wise products and opportunity.



Step Three - Discover your "Why" and Write Your Body Wise Story

Why have you chosen to become a Body Wise Consultant? What do you want from your Body Wise business? What creates your story, along with product and earnings results? When you are sharing the opportunity with others, you will be able to incorporate your reason for having a Body Wise home-based business that will motivate your actions to achieve your desired results. As you think about your "reasons for having a Body Wise business," write them down.

Here are some helpful questions for understanding your "Why," and you can fill in your answers to each question:

- What are your favorite products? _____
- How have these products benefited you? _____
- How did you hear about Body Wise? _____
- What do you do and where do you live? _____
- What would you like to change in your life? _____
- How much would you like to earn? _____
- What do you want that you currently don't have? _____
- What will you do with the additional income from your Body Wise business? _____
- How do you see a home-based business benefiting your family? _____
- What is your dream goal(s) from the earnings of your Body Wise business? _____
- Why are you passionate about Body Wise? _____

Your answers to these questions will help you create your story. Remember "stories sell and facts tell." It's the passion and emotion you express that will help people connect with you.

Keep your story to 1 minute, and leave them wanting more. Take time right now to write your story, and be sure to ask your sponsor and upline leaders for their help.

Now practice your story over and over until it becomes second nature for you.

"Body Wise products changed my life! I feel healthy and want others to feel as good as I do. My goal was to simply pay for the products. Then I began to look at how it could provide a means for us to invest in my children's future education. I can do it from the comfort of my own home with my family near me. I don't have to fight Chicago traffic or even set my alarm clock! - Senior Manager Melissa H.



Getting Started

Build Your Contact List

Step Four - Build Your Contact List

Creating your Contact List is one of the most important “first steps” for your business. List everyone you know and everyone who knows you. Remember, don’t prejudge who will or will not be interested in the products or the opportunity. As you create your list, including everyone allows each person to decide what the best decision is for them. You are the messenger and they will decide based on what they hear from your testimony and passion for the products and opportunity.

3-Foot Rule

1. As you go through your daily activities, make it a point to reach out to everyone within a 3-foot radius. Find a reason to start a conversation and relate what they say to the Body Wise opportunity.
2. Care about their needs and wants. When you listen, you will identify their needs and you can then see the benefits. It is all about the prospect.
3. Being friendly, and building relationships, is what network marketing is all about.

FRISB

The FRISB approach lets you quickly determine if a person is a good prospect. Imagine you’re in a park tossing a Frisbee to everyone you see. Some people will pass by and not want to get involved. Some will catch it and toss it back. Eventually, someone will stop and play a game with you.

How do you play FRISB?

- F** = Friendly conversation with people you meet
- R** = Relate the conversation to the benefits of Body Wise
- I** = Interest may be expressed in improving health, making money, or both
- S** = Share stories that support the person’s interest (your own testimonial or what happened to someone you know)
- B** = Business card with contact information should be given to your prospect





Build Your Contact List *Getting Started*

As you list each name, determine how they will be best served:

A's: Those you see with the potential to become a business builder on your team

B's: Those you know who would host a group or home presentation; sign-up as a Consultant with an ARO

C's: Those from your warm market or acquaintances who you will contact after your A's and B's

Your goal is to make a list of 100 names, making at least five contacts and presentations per day.

Working the numbers is always the answer.

Here are the groups - Friends • Relatives • Neighbors • Work associates • Holiday list • Religious affiliates
Community groups • Parents of kid's groups • Business professionals • Doctors • School friends

A,B,C	Name	Phone	E-mail	Results, Follow up, Comments
1.				
2.				
3.				
4.				
5.				
6.				
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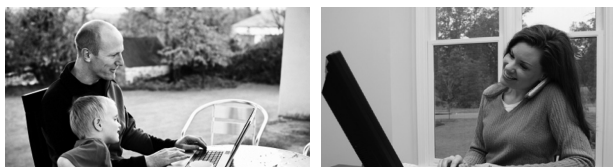
Getting Started Build Your Contact List

Ask for Referrals

Remember, all of the people on your list know others who may also be interested, so get into the routine of asking, 'Who do you know that would be interested in improving their health and nutrition?'

Being healthy is important to everyone, so these referrals should become easy to collect. You will find that the more people you ask, and as the people you've already asked begin referring others, too, building your base of contact names and information will continue to grow.

A,B,C	Name	Phone	E-mail	Results, Follow up, Comments
51.				
52.				
53.				
54.				
55.				
56.				
57.				
58.				
59.				
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Use the following "Contact and Presentations Worksheet" to help achieve your goal of 5 contacts per day.

Contact and Presentation Worksheet

Work the numbers! Make just 5 or more presentations every day and you'll sponsor 10 New Consultants and 2 Business Builders. **Don't stop until you reach your goals.**

Make 5 presentations today. Begin with "warm leads" first ... family members, friends and neighbors.

Names:	Tel. #'s	Start Date:	Results, Follow-up & Comments:
1.			
2.			
3.			
4.			
5.			

Make 5 presentations today (Dentist, gardener, hairdresser, manicurist, babysitters).

Names:	Tel. #'s	Start Date:	Results, Follow-up & Comments:
1.			
2.			
3.			
4.			
5.			

Make 5 presentations today (Church, volunteer organizations, club members, florist).

Names:	Tel. #'s	Start Date:	Results, Follow-up & Comments:
1.			
2.			
3.			
4.			
5.			



Use the following "Contact and Presentations Worksheet" to help achieve your goal of 5 contacts per day.

Contact and Presentation Worksheet

Work the numbers! Make just 5 or more presentations every day and you'll sponsor 10 New Consultants and 2 Business Builders. Don't stop until you reach your goals.

Make 5 presentations today (Parents of your children's friends, PTA, sports teams, scouts).

Table with 4 columns: Names, Tel. #'s, Start Date, Results, Follow-up & Comments. Rows 1-5.

Make 5 presentations today (Real estate agent, financial planner, chiropractor, doctor's office).

Table with 4 columns: Names, Tel. #'s, Start Date, Results, Follow-up & Comments. Rows 1-5.

Make 5 presentations today (Chamber of Commerce, spas, bank teller, grocery store).

Table with 4 columns: Names, Tel. #'s, Start Date, Results, Follow-up & Comments. Rows 1-5.

TOTALS: Contacts: _____ Presentations: _____ New Consultants: _____

Step Five – Identify Your Business Builders

As you develop your contact list of people, think about those you would consider as excellent Business Builders.

40/10/2 – The success to building your team is talking to people – everyone, everywhere, every day. Here is a good plan to follow each month:

- 40 Presentations: Talk with 40 people by presenting the Body Wise products and opportunity
- 10 New Consultants: Sign-up 10 who are interested in the products and/or opportunity
- 2 New Managers: 2 out of those 10 will be your potential Business Builders

Finding Business Builders

If brain surgery can be taught and learned, so can network marketing. There may be a few natural network marketers, but most star performers at Body Wise began with only a dream. Then they learned how Body Wise millionaires achieve success and dedicated themselves to taking the same consistent actions.

Reach out and you will find Business Builders.

“We really had to stretch out of our comfort zone and reach out. We looked for every possible expo, trade show, health fair, holiday bizarre, senior fair – any place that we could set up a table, set up the products, set up a sign and stand there and talk to people. We go to 5K road races and ask permission to have a booth there. We have gone to every gym in our town. We have done a shake bar at several of them.” – Executive Directors Debbie & Jim P.

“Have a dream, build a team and focus. Recruit. Sponsor. Teach. Remember the turtle never gets anywhere until he sticks his neck out.” – Executive Director Loretta K.

Use the spaces below to identify your potential Business Builders from your contact list.

Month One		
Name	Phone Number	This person would be an excellent partner because:
1.		
2.		
Month Two		
Name	Phone Number	This person would be an excellent partner because:
3.		
4.		
Month Three		
Name	Phone Number	This person would be an excellent partner because:
5.		
6.		



Getting Started ————— Identify Your Business Builders

Tell, Show, Try, Do Principle – Duplication is the key

As you sponsor, you will begin to help others gain the knowledge and skills they need to be successful. This can happen quickly and effectively when you tell them how, show them how, let them try and celebrate when they do it!

Tell: Tell your Consultant what they need to do

Show: Show them how it's done

Try: Have them try the new activity, review the results together and constructively coach them

Do: Have them do the activity, and you coach and celebrate success together

You'll find that the "Tell, Show, Try, Do" applies to every area of your business, from prospecting to presentations. It is a proven coaching and teaching method which allows the student (Consultant) to hear, watch and experience the new information so that they can build enough confidence to then do it on their own. Repetition is the key to learning, so plan activities on a daily basis.

Three-way calls are a perfect example of the method in action. Your sponsor tells you how to set up the call "appointment," you listen while he or she explains what to say, and then you try it by completing the call with a close. Then you do it on your own. Imagine going through this process a couple of times every day. Before you know it, your downline is calling you to do 3-way calls with them, the circle of success continues, and you can see the power of duplication happening right before your eyes!

"The Tell, Show, Try, Do Principle' is first telling somebody about the 40/10/2 plan, or daily method of operation. For example, I'm going to tell you about the 3-way call, then show you how do it; then I have you try it, and then, do it yourself. Now, they can call a prospect, and follow this method. It is important that they try and even more important that they do it. It's really about getting your downline in the habit of choosing a method that works for you, and then doing it every day." - Senior Vice Presidents Cindy & Steve H.

Step Six - Fill Your Calendar

Now that you’ve completed your list of people to contact, and identified your potential Business Builders, it is time to determine the schedule for your calendar of activities. It’s important to be active in your first month, since you will teach and train your team to do what you do ... so start in your first month following each of the steps in your Getting Started guide.

1. Block the times on your calendar that will allow you to devote time exclusively to Body Wise activities.
2. Choose the day and time you want to officially “launch your business” with a Grand Opening Celebration.
3. Participate in Body Wise Conference Calls.
4. Schedule blocks of time for one-on-one presentations and 3-Way Calls.
5. Schedule blocks of time for group or home presentations.
6. Schedule your regular monthly product and opportunity meeting.
7. Schedule a monthly training meeting with your team.
8. Schedule regular weekly conference calls with your team.

Here is a sample week:

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Family outing	<p>12 p.m. lunch with women’s club;</p> <p>5 p.m. Body Wise Conference Call</p>	<p>8 a.m. coffee 1 on 1 with Mary;</p> <p>6-8 p.m. business launch at community center</p>	<p>9 a.m. 3-way call</p> <p>6:30 p.m. group presentation</p>	<p>12:30 p.m. 1-on-1 with Bill and Sheri;</p> <p>6:30 p.m. training with Jenna</p>	<p>9 a.m. 3-way call</p> <p>7 p.m. Opportunity Meeting</p>	<p>2 p.m. group presentation at Jim and Susan’s</p>

Now take some time to plan your week for success, using the Body Wise Weekly Planners.

Be sure to put in all personal/family appointments (soccer game, dentist appt. etc.). Write in all business events, too (i.e.: Conference Calls, Team Meetings, 3-Way Calls, One-on-One Presentations, Follow-up Calls, Sponsor and Upline calls, etc.).

It is best to sit down with your family once a week (suggestion: Sunday evening) to go over the next week’s schedule.

Your Sponsor and Upline Leaders are there for you to help schedule your time wisely.

Getting Started

Fill Your Calendar

Body Wise Weekly Planner

Week at a Glance

Week of _____

Hour	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
7 to 8							
8 to 9							
9 to 10							
10 to 11							
11 to Noon							
Noon to 1							
1 to 2							
2 to 3							
3 to 4							
4 to 5							
5 to 6							
6 to 7							
7 to 8							

Week at a Glance

Week of _____

Hour	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
7 to 8							
8 to 9							
9 to 10							
10 to 11							
11 to Noon							
Noon to 1							
1 to 2							
2 to 3							
3 to 4							
4 to 5							
5 to 6							
6 to 7							
7 to 8							

This weekly planner can be found online on the Consultant portal site.

Step Six

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Fill Your Calendar _____ *Getting Started*

Week at a Glance

Week of _____

Hour	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
7 to 8							
8 to 9							
9 to 10							
10 to 11							
11 to Noon							
Noon to 1							
1 to 2							
2 to 3							
3 to 4							
4 to 5							
5 to 6							
6 to 7							
7 to 8							

Week at a Glance

Week of _____

Hour	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
7 to 8							
8 to 9							
9 to 10							
10 to 11							
11 to Noon							
Noon to 1							
1 to 2							
2 to 3							
3 to 4							
4 to 5							
5 to 6							
6 to 7							
7 to 8							

As you express your enthusiasm for your Body Wise business, others will want to help you and be a part of your official business launch ... the Grand Opening Celebration! Offer the dates you have chosen for scheduling your activities. Start by contacting key people who you have already identified as potential business builders, and then others on your A and B list.

Getting Started ————— Reach Out to Grow Your Business

Simple appointment booking dialogue

“Hi Linda, this is _____. I’m calling because I just started my home-based business with a company called Body Wise and I thought of you immediately. I fell in love with the products and decided to turn it into an income opportunity for my family. I remember you telling me you were looking for a way to...(make ends meet, pay off your credit cards, stay home with your children, be able to afford family vacations, be better prepared for retirement, etc.). I really believe this might be what you’re looking for. I’d love to tell you more about it. Are you available on (Day and Time) or (Day and Time)? Great! I’m looking forward to our meeting!”

Invitation to a business launch ... Grand Opening Celebration

“Hi Linda, this is _____. I’m calling because I’m starting a home-based business with a company called Body Wise. I’m going to have a Grand Opening Celebration on (Day and Time) and I thought of you immediately. I fell in love with the products and decided to turn it into an income opportunity for my family. This might be a great opportunity for you too, so I hope you’ll be able to attend to see it all firsthand; plus, I could use your support. We get to sample delicious shakes and it will be lots of fun ... can I count on you to come?” Let them know you really want them to attend and that you could use their support.

Step Seven – Reach Out to Grow Your Business



Contact each person on your list and invite him or her to a presentation. Tell them about your results and always ask them for referrals. “Who do you know?” As you contact their circle of influence, you will add new names every day to your contact list. It is important not to “prejudge” the outcome as some of the top leaders in network marketing come from the most unlikely prospects.

One-on-One

Sharing the products and opportunity can be achieved in many ways. One-on-one is simply talking with someone individually to share your experience. This method can occur in many settings such as restaurants, coffee shops, local community clubs or any other location where two of you meet to take the time to understand your prospect’s needs and what is important to them. As you tell them about your experience and answer their questions, you will learn how you can offer products and the opportunity that best suits each individual. Have a prospecting pack (folder with all the materials you need: product catalog, flyers, postcard invitations, etc.) and the Discover Body Wise presentation so that you will be prepared to provide your prospect with the information they need. As you review the presentation, it will allow your prospect to ask questions. This two-way communication is an important step as you listen and communicate with them. Take this presentation everywhere you go so you are prepared to answer questions about the Body Wise products and opportunity.



Reach Out to Grow Your Business ————— *Getting Started*



3-Way Calls

Your Sponsor and our corporate sales staff can support you in talking with people through the use of 3-Way calls. It's brief, professional and provides that third-party voice to your prospect. The benefits of 3-Way calls include:

- Development of your language skills and knowledge.
- Effective use of your time – you don't have to wait to build your business; your Sponsor can help you get started right away.
- Respect of your prospect's time – they hear a brief, professional message that helps them make an informed decision.
- Power duplication – your Sponsor will use it to help you get off to a fast start, and in turn, you will help your Consultants do the same.
- Magic of Validation – the best thing about 3-Way calls is the magic of third-party validation.

Group Presentations

Group presentations allow you to take advantage of telling the Body Wise story to several people at the same time. You can give a Discover Body Wise group presentation in your home by inviting people you know, or in the home of a "host" who has invited those they know to listen to the Body Wise message. This opportunity will allow you to meet new people and build new relationships, as well as gather referrals to give your presentation to others they know. Taking time to get to know each individual will help grow your business with Customers, preferred Customers and Consultants. As you begin the presentation, ask each person to share his or her personal health needs because it will provide you with information to emphasize, or hone in on, during your presentation. Remember to have fun! As you meet new people and share the Body Wise message, you will want your attendees to see how simple it is to share this with others, and it will attract those who want to do what you are doing!



Official Business Launch – Grand Opening Celebration

Your "Grand Opening" is a great way to launch your business and get off to a fast start by inviting those you know to hear about your new Body Wise business. Your Sponsor will help you plan and present the Body Wise products and opportunity. From your list, send invitations and ecards that require an R.S.V.P, and be sure to follow up with calls to those you have invited (find ecards on the Consultant portal site under ibodywise). You can hold meetings in your home, a community center or club house, depending on the size of your meeting. You can project the Discover Body Wise presentation by downloading it from the Business Materials section at www.bodywise.com Consultant portal site.

As you express your excitement about your new business, those you know will have the opportunity to hear the Body Wise message, as your Sponsor shares personal testimonies about the benefits with confidence and experience. This is the perfect time to sample Élancé Frappé shakes and play some fun music to liven up



Getting Started ————— Reach Out to Grow Your Business

the event and make it memorable. Your goal is to sell product, sponsor new Consultants and find a business partner who will want to be a part of your Body Wise team.

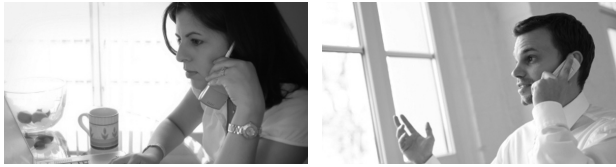
“A Grand Opening Celebration is the best way to start your business. It is more professional than a ‘home party’ because you invite all your friends and family to come support your new business and see what you’re doing. If you want to promote to Manager quickly, this is the way to start. My first Manager (Shelli) got her volume in 10 days from her Grand Opening party, and the trickle down in business from people who couldn’t make it, though they wanted to know what she was doing. What a fun and easy way to launch your Body Wise career! Make shakes, have fun and be confident in your success.” - Director Rae K.

Flyers

You will find promotional flyers that can be downloaded and printed for your use on the Consultant portal site by logging onto www.bodywise.com. Be sure to add your contact information to the flyers (i.e. name, telephone numbers and e-mail address). A good goal is to hand out at least 10 flyers a day, everywhere you go. When you hand it to someone, ask for their name and telephone number so that you can follow up with any questions they may have. Many businesses, such as health clubs, hairdressers, nail shops, real estate offices, dry cleaners, chiropractic offices, etc., will allow you to leave your flyers on their counters for customers.

Social Media

You can incorporate Body Wise topics into your current online activities, or setup separate Facebook and Twitter accounts to showcase your business. Post inspiring messages, recognize accomplishments, and share fun photos of healthy activities. It’s a great way to stay in touch, attract new prospects, and build your team.



Networking Organizations

A very popular venue to build and advertise your business is through Network Marketing leads groups and organizations. Simply check with your local Chamber of Commerce, or go online in search of networking leads groups and join. You will be connected with other business people who are actively building their businesses, too, and you will have the opportunity to share your Body Wise business with them and make new connections. Be sure to take plenty of business cards and brochures, and always get their contact information. To order your business cards, go to www.bodywise.com and then the Consultant portal.

Business to Business

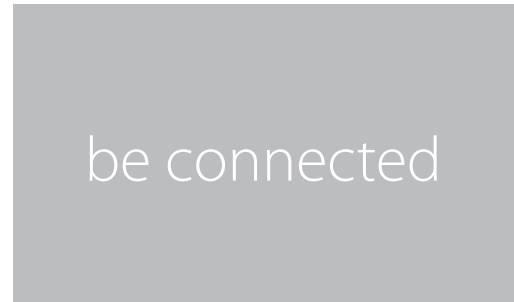
There are opportunities everywhere to build associations with other businesses. Many healthcare professionals have built very successful Body Wise businesses with their patients. Likewise, hairstylists at beauty salons and personal trainers at health clubs find their client base to be a good fit. Making the right impression is very important, so be dressed for business and be sure to have professional presentation folders ready with all the materials necessary to attract the business professional. (See Step 8 for a prospecting pack list.)

Trade Shows

Trade Shows are a wonderful opportunity to reach “target markets” for lead generation. You will find specific shows for health, women, career, sports, etc., that work well with our products and career opportunities. Please refer to the Body Wise Web site, Tools for Trade Shows, for more information.

Always Ask for Referrals!

Asking for referrals is as easy as saying ... “Mary, I know you’re so pleased with the results from taking your Body Wise products. Who do you know that would like to experience the same results?” or “Jim, I’m having so much fun and success with my business; who do you know that might be interested in doing what I do?” Referrals are the future of your business. Consider offering a “thank you” gift for those who provide you with referrals. As you are talking with people, remember they know hundreds of people, which increase your network of people to talk to each day.



Step Eight – Order Your Business Tools

Being prepared with your best foot forward begins with having the necessary tools for success. Here is a list of business tools to have on hand to create your prospecting packets: Visit the Consultant portal to order online.

- Body Wise business cards
- Product Catalogs
- Consultant Application & Agreement Forms
- Retail Sales Order Forms
- Weight Management Guide
- Discover Body Wise Presentation
- Body Wise Income Disclosure Statements
- **Free Personal (Replicated) Website**
- Sign up for your personal website to help you manage your business. Your personal website will give your prospects the ability to read your personal story, view your picture, place orders and sign up Consultants.

"I love everything about my Body Wise business, especially the freedom it gives me. As a full-time mom and business owner, Body Wise gives me the opportunity to work from home without staff or overhead. I also love the new relationships I have built. With Body Wise, every new hour I work has the potential to add to my income base. It is the only thing I have ever done that duplicates itself and I get paid on the efforts of my team, as well as myself. Thanks to Body Wise, this has been our best summer ever with a lot of holidays and a dream trip to a wilderness island off the west coast of Canada. The tension of having too much month at the end of the money has disappeared, and it continues to get better! I have caught myself re-igniting old dreams that I had thought were impossible. With Body Wise, they all are possible again and I am making new dreams! A new house and a recreational property will be a great addition for our family of five! And travel? We have been rewarded with trips to the Caribbean, Hawaii and other incredible places. - Director Rae K.

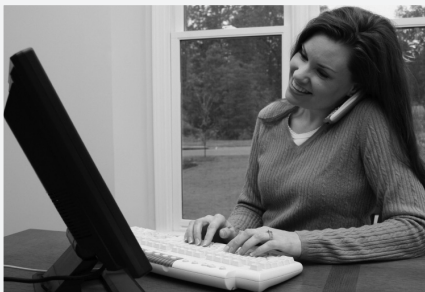
Step Nine – Set-up Your Office

Owning a home-based business offers many rewards. To be prepared for the time you have scheduled for your Body Wise business, here are some helpful hints for getting organized:

- Locate a defined work space for your business
- Set up a separate bank account
- Set up a professional voicemail that greets callers to your new business
- Set up a fax
- Set up your computer and familiarize yourself with www.bodywise.com
- **Set up your own (replicated) website where you can send prospects and customers.**

Body Wise offers many online benefits, including:

- Online ordering and sponsoring
- Consultant portal site, which is easily accessed with your Consultant I.D number and personal passcode
- Access to a variety of business materials to support your business, which will enable you to better promote the products and promotions
- Weekly enews, which gives you information you won't want to build your business without. So be sure to sign-up to receive it. You will be notified of special incentives and promotions.
- Education and training
- Ability to track your orders and sales volume
- **Body Wise personal (replicated) website: Upload your photo and personal story.**



Now that you have organized your own home-based business, you are prepared to conduct your activities, host presentations, participate in conference calls and follow up with your contacts, customers and Consultants.



Get Connected

Getting Started

Step Ten – Get Connected

This is your business and your Sponsor is here to help support you every step along the way. Begin your journey by meeting with your Sponsor to discuss the best action plan for your lifestyle and dreams.

Your Sponsor will help you create a 30/60/90 day plan of activity to help you achieve your goals and show you how easy it is to get started with your first 3-Way call, or one-on-one presentation, as you work on your official business launch.

Fill in the inside cover of this guide with important contact information.

Learn how to earn an unlimited amount of income, have freedom to work from home, be your own boss and go on luxurious, exotic vacations ... all from the convenience of your telephone.

You'll also find FREE, convenient training about the products and business opportunity online in the Consultant portal section at www.bodywise.com.

Our commitment to developing the superior quality products on the market and an opportunity of a lifetime are guiding principles for everything we do at Body Wise. What this ultimately means to you is a company you can trust and a difference you can experience every day.

Thank you for joining us!

Step Ten

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Body Wise Contact Information

Team Support Contact List

- | <u>Name</u> | <u>Phone</u> | <u>E-mail</u> |
|----------------------|--------------|---------------|
| • My Sponsor: | _____ | _____ |
| • My Manager: | _____ | _____ |
| • My Director: | _____ | _____ |
| • My Vice President: | _____ | _____ |
| • BW Corp. info: | _____ | _____ |

My Consultant I.D. Number is _____



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