



# YOUR FIRST 48 HOURS



# DISCLAIMER

Building a business takes time and a lot of hard work. All commissions and bonuses are earned through the sale of Mannatech products.

Mannatech does not guarantee the amount of income or incentive rewards, if any, that an Associate participating in the Mannatech business will generate.

As with any business, each Associate's business results may vary and will be based on, among other factors, the Associate's effort and skill, the customer base available to him or her, and the time devoted to the business.

# Why 48 hours?

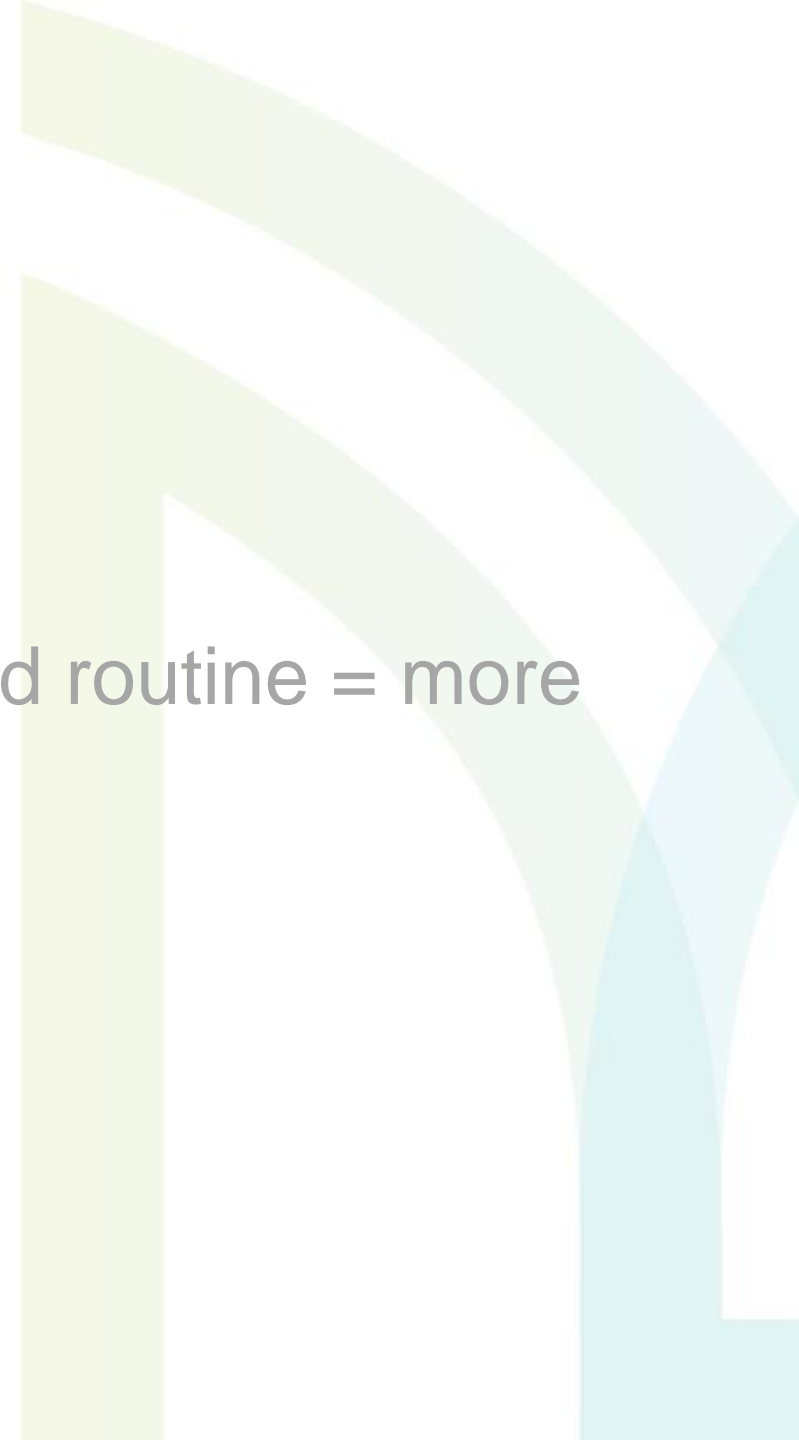
## Building Excitement

- Expectations
  - Set launch date within 3-5 days
  - Make 10-15 calls per day to invite to hear about Mannatech
- Commitment
  - To their why and their business
- Consistency
  - Increases their productivity therefore their incomes and growth potential

# What's in it for you?

## Growing a business developer

- Associate engaged immediately
  - Increase in YOUR income
- Associate success = continued growth and routine = more success
  - Increase in YOUR income
- Leader in the making
  - Ranking up
  - Increase in YOUR income



# Your First 48 Hours Handout

- System.mannatech.com
  - Step 4 – download
- Download to computer
- Send to Associate before your conversation
- Have conversation when they sign

**MANNATECH**  
**YOUR FIRST 48 HOURS**  
Your business starts NOW! While you're waiting for your welcome kit to arrive, get your momentum going with these simple steps that will help drive your new business.

**ANNOUNCE YOUR BUSINESS**  
Let your friends and family know you are with a new business, just like if you started a new job. Let them share your excitement with you!

- Update your Facebook page(s).
- Share a post about your new business and what you are so excited about (keep it short and simple).

**MAKE A LIST**  
You're not in business until you have your first Customer or Associate. Your goal should be to get at least three in your first 24 hours.

- Use F.R.A.N.K.S. as your way to generate that list of 100—Friends, Relatives, Acquaintances, Neighbors, Kids' friends, Significant others.
- Be sure to use the great memory jogger on page 17 of the Success Guide. Download at [library.mannatech.com](http://library.mannatech.com).
- Rank them using symbols. Use whichever symbols makes sense to you. It can be a letter or symbol method (Associate = A or \$, Customer/Preferred Customer = C or ❤️, Referrals = R or 😊, and so on).
- If they have three letters or symbols by their name, those are usually your hottest leads.
- Out of everyone on your list, who are your top three most supportive people? Note: You will call them first.
- Call the top three with your Sponsor/Enroller.

**SET A DATE FOR YOUR FIRST EVENT**  
This should ideally take place in the next 3-5 days, but no more than a week out from joining. Think about how excited you were when you first said yes. Use that momentum with your new prospects at your first gathering.

- Pick a date, time and location.
- Contact your upline, ask them what to say and role-play it with them.
- Make a few calls with your upline to invite prospects.
- Make 10 to 15 calls a day to invite guests to join.
- Host your event with a focus to sign up new Associates and Preferred Customers.
- Congratulations, you now have a business!

What does the conversation  
sound like?

# What is your “WHY”?

It's all about them!

- What attracted you to Mannatech?
- What are your financial goals?
- What will achieving these goals do for you? Your family?
- How will it change your life?
- What are your health and wellness goals?
- Do you have a short term goal? How about a long term?

The background is a solid teal color with several overlapping, semi-transparent arches of varying shades of teal, creating a layered, architectural effect.

You are opening  
**A BUSINESS**



# Your Grand Opening

## Announcing YOUR business

### Option 1:

1 on 1 Offering

3 in first week

2 PC/Associates join

2 X \$150 avg. order = **\$300**

How many leads did they generate?

### Option 2:

Group Offering

10 friends/family

5 PC/Associates join

5 X \$150 avg. order = **\$750**

How many leads did they generate?

# Your Grand Opening

## Announcing YOUR business

- Make your list
  - F.R.A.N.K.S
  - Rank your list
- Set a date
  - 3-5 days
- Role playing a conversation
  - How to invite to launch and to one on one
- Setting up 3 observations

# Setting Goals

## Achieving YOUR First 2 Weeks Success

- How many people do you want to share our opportunities with?
- How many group gatherings do you want to hold?
- How many one on one's do you want to hold?
- What will your sales be?
- How many Associates do you want to have join your team?
- How many preferred customers do you want to have?
- When would you like to have your first promotion?
- How much fun are you going to have?

# What's Next

- Next Team Meeting/Training is:
- Time for our next conversation:
- Training on line to focus on:



# First 48 Hours

- Simple- not too much information
- Focus on their why and their launch
- Focus on immediate action
- Guiding them towards quick success



# Call To Action

- Sign a new associate in next 48 hours
- Use this 48 hour action plan with them
- Report your results (launch dates) to your upline and myself @ mbardwell@Mannatech.com



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