

Inspire Team

Key Points on Enrolling in Melaleuca

Becoming a PC (Preferred Customer) _____ Any Monthly Incentives / Specials / Company Offers _____

1. A one-time membership enrollment registration of \$29.00 US / \$39 in Canada
 - a. Like becoming a customer and joining Costco or Sam's Club.

Monthly order of a minimum 35 point order _____

2. Preferred Customer need to order a minimum of 35 points each month

A Minimum 35 point order example is:

- a. 4 to 7 products a month.
- b. \$ 47 to \$ 65 dollars monthly depending on what you order. (\$ 57 to \$ 75 dollars Canada)
- c. About \$10 to \$12 a week of the kind of stuff you are already buying.
- d. It is a shopping decision not a point decision. Let's not forget that we are just replacement shopping. This ultimately SAVES money every month!
- e. The Back up Order

Be a PC for a minimum of 4 to 6 months _____

3. This is about the shopping experience, the ability to try out the program and the products.
 - a. Need time to try and test the products. (350 products to choose from)
 - b. Need time to try and test the program and experience the savings.
 - c. Melaleuca provides a 100% money back guarantee on all products.
 - d. A Quality Enrollment is a customer that tries the Melaleuca program for at least 4 month (I only do Quality Enrollments to be fair to you and the program)
 - e. Risk free!

Benefits for a PC _____

4. Melaleuca Preferred Customers receive the following Benefits and more
 - a. Advantage account 10% US / 13% Canada
 - b. 30% to 40% discount on all product purchases
 - c. Savings on a variety of additional services. Long distance, cell phone, internet, auto buying, mortgage, travel, hotels, VFL...
 - d. Lowest rate Melaleuca Master Card
 - e. Discounts on 'The Market Place' services from major department stores and more.
 - f. Back up Order. Let the company know what you would like to receive by the 25th of the month with a Custom select Back up Order.
 - g. Express Link 2.0 is convenient ordering via web. Set your orders up to come each month, up to 12 months in advance and receive what you want, when you want, on the day of the month you want and receive 10% in Advantage dollars each month that your order is 40 points or more! (Receive a notice 5 days in advance that order will be coming. Need to add something to or change it... you can.) Convenient? You bet it is!
 - h. PC receive FREE product when they call to place their order in month 2 and 3.
 - i. Personal Shopping Assistance 4 to 6 months or as long as you want or need Customer Care
 - j. The best customer support and service from us and Melaleuca!

Additional Benefits for PC / ME / BB (Business Builder) _____ (those who become ME use their social)

- k. **FREE** to become a **Marketing Executive**
- l. Earn additional rebate checks of 7% on up to 30 families (just for being a PC / ME)
- m. Receive the Tax benefits and Home Base Business deductions. (ME / BB)
- n. Earn additional part time income checks or more out of the program. (ME / BB)
- o. 48–72 Hour business plan appointment. (ME / BB)
- p. Best support partners from Inspire Team Leaders (Training/Coaching/Web) & your enroller!

Get that new PC / BB (Business Builder) off to a perfect start _____

5. Set the Follow up appointment and go to: <http://www.trends2000.net/inspire/welcomecustomers.htm>
 - a. Set a 48 / 72 Hour Follow up appointment (Discover Why & make a custom business plan)
 - b. Get the New PC / BB off to a smart start and into the AIM (Automated Internet Members) Welcome loop. Just simply send the email. Stress to them to READ the instruction on that page CAREFULLY and the rest is done for you. Automation is a wonderful thing... if you read.
 - c. New Business Builders - Please do a 3 way introduction call with them to your support line!

Becoming a PC (Preferred Customer) ____ US / CANADA 75 pts / 35 pts Name: _____

Any Monthly Incentives / Specials / Company Offers ____ Date: _____

Monthly order of a minimum 35 point order ____ Back up Order #: ____

Be a PC for a minimum of 4 to 6 months ____

Benefits for a PC ____

Additional Benefits for PC / ME / BB (Business Builder) ____ *(those who become ME use their social)*

Get that new PC / BB (Business Builder) off to a perfect start ____ Enrolled: ____ Quick App: ____

On Line: ____ Paper Application: ____ Fax: ____ Confirmed ____ Interest: 1 2 3 Status: ____

Kit Order: ____ 1st Order: ____ 2nd: ____ 3rd: ____ 4th: ____ 5th: ____ 6th: ____

Order: CP / VP In the loop - 3 way Introduction: ____ Welcome E-Mail: ____ Customer Care: ____

Go to: <http://www.trends2000.net/inspire/welcomecustomers.htm>

Enrollments: 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20

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