

This is an Elephant of opportunity!

So that I can work with you... you must be coachable!

1. You are now enrolled and have faxed your signed paper work back to me at (425) 790-6778
2. Now you need to get your "WELCOME" series and follow the directions when you've gotten the letter. Register for the back office passwords. (If you have a computer.)
3. Call the training archive and listen to the following:
913 385-6683 Immediately press 2 then choose the following in order:
70, 71, 29, 30, 31, 32, 33,
Do the required homework here. Write two paragraphs per-training call: Include how long each call was and what you learned & what I will do!
4. To learn how to use the pipeline and present your business. Call the archive and listen to the following: 913 385-6683 Immediately press 2 then: 15, 14, 13, 10 Time each call. Make notes on what you like most about each call. Know these calls well enough to know, once you have qualified your prospect, which call will be the right one to have your prospect listen to.
5. Pull down the scripts from the Inspire back office the SCRIPTS: The Qualifier / Credibility script / Warm and Fuzzy / Answer machine scripts
6. **Make a Credibility list!** This is a list that will listen to me just based on me using your name. This is a list I do not want you to call without me. These people will listen to me because I am your 3rd party influence and your credibility.
Once I have your list and you have done this, we need to schedule daily accountability calls.
7. Ready to get moving? Here are some items you are going to need before your kit arrives:
 - Get a 5 subject notebook
 - You will need 3 way calling on your phone
 - You will need a flat rate calling plan. Check with Mela / Melacom has a calling plan for you!
 - A phone with mute or a location in a VERY quite place
 - Arrange and organize your leads in proper time zones using highlighters; i.e. Eastern = Blue, Central = Yellow, Mountain = Green and Pacific = Pink
 - Pen, paper, notebook, highlighters, e-mail or ACT!
 - Your lead list! People who know you, purchased leads or a local phone book.
8. Once you receive your starter kit, call your enroller!
9. Once you receive your Value Pack call and listen: 913 385-6683 Immediately press 2 then press 36, 37, 38, 39 & 40.
10. **Once you have done these things and get me your list ...
You are ready to go to work with me.**

I will match my energy to your effort. For now... the ball is in your court!

To work with me... you must be coachable! Let's eat that Elephant!

This is an Elephant of opportunity!

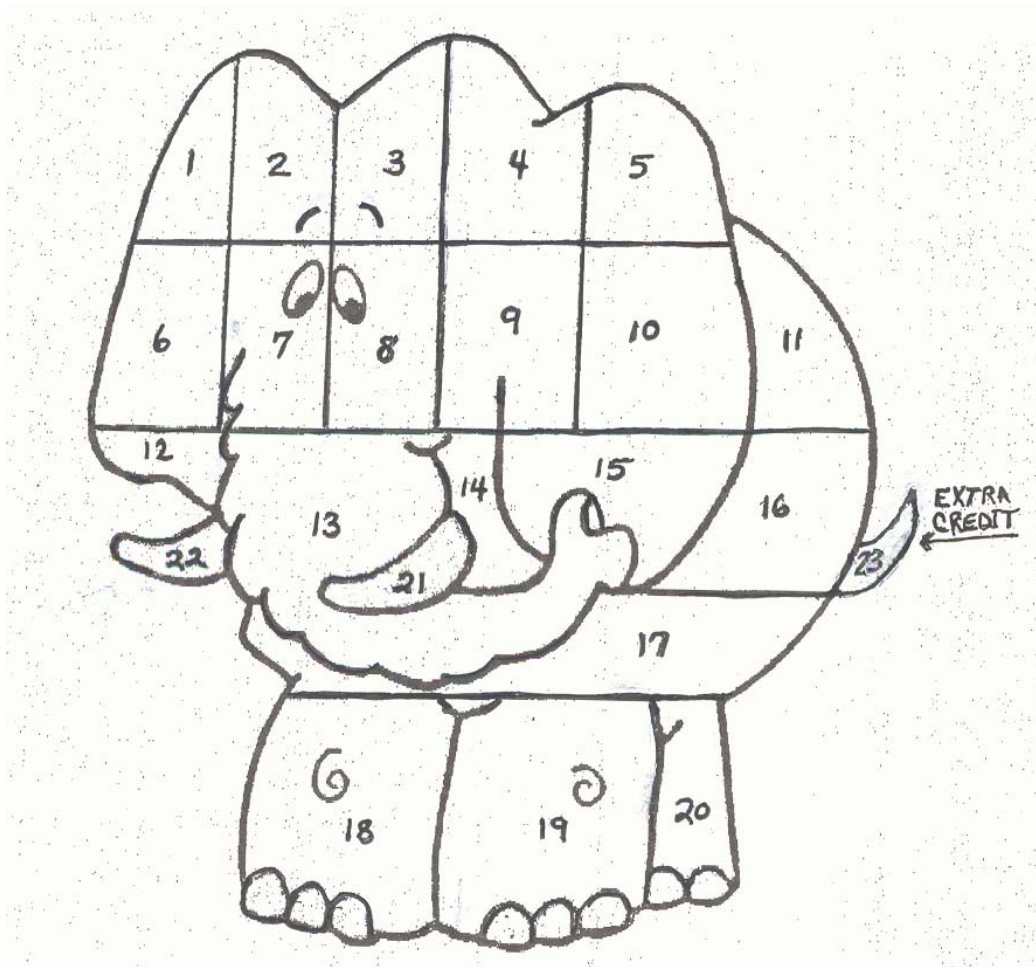
How do you eat an Elephant?

One bite at a time...

This analogy is also true as we approach our own personal goals. By taking small consistent steps or "bites", our plan of action takes shape, as challenges are met, fears diminish, obstacles are overcome, small success lead to large ones and dreams become reality. Consistency, determination and perseverance are the keys to success.

It gives me great pleasure to invite you to eat your own personal elephant – one bite at a time! Please color the squares as you complete each activity that corresponds to the number listed on the second page of this sheet. Please mail this to me by _____ and you will receive a special gift to recognize your efforts.

Mail or Fax to Enroller / Mentor / Support Team. (Address below)



Name: _____ Phone: _____ ID#: _____

Address: _____ City: _____ St: _____ Zip: _____

Fax: 425 790-6778 or Mail to: 42751 Mt. Shadow Rd. Murrieta, CA. 92562-3312

To work with me... you must be coachable! Let's eat that Elephant!

You are now enrolled and have faxed your signed paper work back to your enroller.

Fax to: (425) 790-6778

1. Placed your 1st order / 4 or 5 -CP = Career Pack (299) or VP = Value Pack (199)
2. Get your "WELCOME" series & register in the back office. (If you have a computer)
3. Call the training archive and listen to 70,71,29,30,31,32,33 and do the homework.
4. Learn the pipeline & how to present your business. Archive 15,14,13,10 Time the calls.
5. Get the following scripts The Qualifier / Credibility / Warm & Fuzzy / Answer machine
6. Make a Credibility list! Email or fax a copy to your enroller / mentor
7. Get a 5 subject notebook, 3 way calling & a phone with mute
8. **Call your enroller** once your starter kit is received. Schedule accountability calls.
9. Listen to the Value Pack call 36,37,38,39 & 40
10. Sign, fax or mail your "Contract with Myself & Support upline" to mentor. (address below)
11. Congratulations! Your 1st enrollment.
12. Total of 2 enrollments. (1 more)
13. Total of 4 enrollments. (2 more)
14. Total of 8 enrollments. (4 more)
15. Total of 10 enrollments. (2 more)
16. Total of 14 enrollments. (4 more)
17. Make 20 calls with your enroller / mentor. (using the scripts)
18. Make 20 calls on your own. (using the scripts) Report results to your enroller / mentor
19. Do a New Horizons Presentation (one on one)
20. Do one in home. / Host one in home.
21. Do the 4 month follow up with your enroller. (Start it and understand it)
22. Start the month 1 of the 4 month follow up with your newly enrolled Preferred Customers.

Extra Credit

23. Enroll 20 and achieve the 20/20 club pin (to max the comp plan at 20%)

If you have what it takes to eat one elephant... help 8 to 10 people eat one or two! Work it... It will work! Have some fun and put this to the test; if not for you than for me so I can see if you can work. You will be further than you can imagine in record time.

Once you have done these things... you are ready to go to the next level with me.

Fax: 425 790-6778 or Mail to: 42751 Mt. Shadow Rd. Murrieta, CA. 92562-3312

I promise, I will match my energy to your effort. For now the ball is in your court!

This was created by Karlyn and made to work with the "So that I can work with you... you must be coachable!" introductory sheet. They give in detail the "To Dos" to color the elephant for full credit. Elephants can be set to the address above. For best cash results I recommend this be done with in the 1st or 2nd month of enrollment.

Elephant of Opportunity 8-2004

Contract with Myself and My Support Leader

It is no secret that building a successful Melaleuca business happens by hard work and doing the right activities the right way all the time. Just see what our President and CEO Frank L. Vandersloot said on the subject: ***“There is no secret to how the Senior and Executive Directors got where they are. They understand the seven activities and they work at them consistently. There is a magic way to build a large, successful Melaleuca business! It’s called hard work! Doing the right things! Everyday!”***

Therefore, this contract must be taken seriously. We work with those who show the true desire to make a difference in their lives and want to move their business forward. If you want our help and assistance you will need to complete this contract in its entirety. Once completed please mail and fax to your enroller.

This is an Agreement with Myself: Please initial after the ones you do agree to. _____

1. I am someone who does want to be told when off course or doing the wrong things. _____
2. I will to do everything I can to effect my own success. _____
3. I will to attend, whenever possible, all enroller sponsored trainings and local events. _____
4. I will follow my enrollers lead and do the activities asked of me. _____
5. I will not blame anyone or make excuses for not getting the results I desire, except myself. _____
6. I understand that I am completely responsible for my own success or failure. _____

My Short Term Goals: High / Med / Low (Fill in the #s or circle the following hours)

I do agree to do the following:

Be a director (8 customers) by (date): High- _____ / Med- _____ / Low- _____ (4 week min.)

I will provide contact # names to my enroller High- _____ / Med- _____ / Low- _____ (25 minimum)

I will make myself available with my enroller to learn how to make a contact with in; 24 / 48 / 72 hrs. / 1wk

I agree to follow the “coachable 10 steps” sheet so you can work with me effectively. I will complete it in;

High- _____ / Med- _____ / Low- _____ days. Once the level above is met, I will set new achievement goals with my enroller. I desire to move forward and will fax, mail or both this agreement; to my enroller.

Enroller Name: Stephan & **Karlynn Rhodes-McCarroll** Enroller Phone: (951) 696-CASH 7224 / **696-7224**

Enroller Address: **42751 Mt. Shadow Rd. Murrieta, CA 92562-3312** Enroller Fax: (425) 790-6778

7. My enroller has provided me an explanation of the Melaleuca Compensation Plan. _____
8. My enroller has explained the Preferred Customer Ordering Process. _____
9. I clearly understand what a backup order is, how it works and how it affects my business. _____
10. I know to get the most from the program and not miss my advantage dollars I must place a minimum order of _____ / _____ product points by the 15th of each new month. _____

I have gone over this with my enroller, read and do agree to abide by the agreements and promises contained within this contract. I understand that if I do not follow this contract with myself, then my enroller reserves the right to cease working with me or until a new contract is received. This agreement will end on the date that I achieve the level listed above. My enroller will call me once received, sign and fax back.

Signed & dated on this _____ day of _____, 20____. Enrolled Phone: () _____ - _____

New Enrolled Preferred Customer Signature

Enroller Signature

Print Enrolled Preferred Customer Signature

Print Enroller Name

Print Enrolled Address: _____ Enrolled Fax: () _____ - _____

Enrolled City: _____ St: _____ Zip: _____

Contract with Myself and My Support Leader

It is no secret that building a successful Melaleuca business happens by hard work and doing the right activities the right way all the time. Just see what our President and CEO Frank L. Vandersloot said on the subject: ***“There is no secret to how the Senior and Executive Directors got where they are. They understand the seven activities and they work at them consistently. There is a magic way to build a large, successful Melaleuca business! It’s called hard work! Doing the right things! Everyday!”***

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Enroller Name: _____ Enroller Phone: () _____ - _____

Enroller Address: _____ Enroller Fax: () _____ - _____

Enroller City: _____ St: _____ Zip: _____

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Signed & dated on this _____ day of _____, 20____. Enrolled Phone: () _____ - _____

New Enrolled Preferred Customer Signature

Enroller Signature

Print Enrolled Preferred Customer Signature

Print Enroller Name

Print Enrolled Address: _____ Enrolled Fax: () _____ - _____

Enrolled City: _____ St: _____ Zip: _____