

Launch Guide

LifeVantage Corporate Information

Website: LifeVantage.com

Virtual Back Office: info.lifevantage.com/index.cfm

Customer Support: 1-866-460-7241

Email: support@LifeVantage.com

Corporate FB Page: Official LifeVantage Distributor Group

Monthly Marketing Playbook: lifevantage.com/us-en/playbook

My Support Team

Name: _____ # _____

Name: _____ # _____

Team FB Groups:

* **Team True Blue** - distributors

* **Life Biohacked** - prospects

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday

Your Success

Get Focused

Write down 3 reasons for joining LifeVantage. What do you want and WHY do you want it?

1.	
2.	
3.	

Get Organized: "Your Website"

Set up your LifeVantage Referral Site

1. Login to info.lifevantage.com/index.cfm
2. Account Services
3. My Referral Site Admin
4. (choose a name) _____ .LifeVantage.com

Get Paid

Become your first and best customer. Start creating your story with our amazing products. Document how you feel and if applicable take before photos.

Set up your monthly LifeVantage subscription for your Personal Volume (PV) in your Virtual Office.

- 100-199PV = 30% Smart Start Bonuses
- 200+ PV = 40% Smart Start Bonuses

Get Skills

Attend the next LifeVantage Event. In 2019, distributors that attended events rank advanced 558% faster, sold 291% more product, enrolled 2241% more and earned 119% more than distributors that did not attend events. Register today for the next LifeVantage Global Event at www.LifeVantage.com

Your Pace

EARN UP TO \$700 IN PACESETTER BONUSSES

Achieve Pro 2 by _____ **Earn Extra \$100***

Maintain Pro 2 by _____ **Earn Extra \$100***

Achieve Pro 3 by _____ **Earn Extra \$250***

Maintain Pro 3 in _____ **Earn Extra \$250***

*For more details go to: <http://www.lifevantage.com/promotions/pacesetter-prom>

1. How much money per month do you need to make it worth your time? _____
2. How much money do you want to make in the next 30-90 days? _____
3. How much money per month do you need to make for this to really make a difference? _____
4. Realistically how many hours per week can you commit to this? _____

Your System I.T.T. (Invite. Tool. Team.)

1st Step - Invite

Start a conversation and find out if they are “OPEN”
 - Open to learning how to take control of their health?
 - Open to taking control of their life?
 Then ask, “Would you have a few minutes to check out a video?”

2nd Step - Tool

What did you like best about what you saw?
 Are you open to learning a bit more?

3rd Step - Team

“Hey (their name), I’m glad you loved what you saw in the Overview. I want to introduce you to my business partner (upline name)..., who will be able to answer all of your questions. What time and day works best for a quick call with them?”



Closing Scripts

1. “Are you clear on what to do next, or do you need my recommendations?”
2. “So do you want to be a customer or join as a distributor like me?”
3. “On a Scale from 1-10 (1 being not at all and 10 ready to sign up) where do you see yourself?”

Your List

Write down 25 names of people you have the best relationship with. Brainstorm contacts that would be attracted to the LifeVantage products and opportunity. Work with the first five prospects with your Business Mentor.

Name	1 st Touch	Overview	3-Way		1 st Touch	Overview	3-Way
1.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	14.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	15.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	16.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	17.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	18.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	19.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
7.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	20.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
8.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	21.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	22.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	23.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
11.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	24.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
12.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	25.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
13.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>				

LifeVantage Independent Distributors are not employees and results will vary on a wide spectrum. The examples here are not guarantees for your personal results. Hard work, skills, influence, attitude, even market conditions can all impact a distributors accomplishments. Please see the LifeVantage Annual Earnings Statement for more details

Rinse & Repeat

Follow the launch guide with your list of 25 names during your first 90 days or until you achieve Pro 3

Memory Jogger

Use the following memory jogger along with tools like your Facebook, Instagram, LinkedIn, and telephone contacts. Don't pre-judge anybody before you put them on your list. Everyone deserves a shot.

Business/Work

- Succeed in Network Marketing
- Didn't get what they wanted in Network Marketing
- Participated in Party Plans
- Direct Sellers
- Entrepreneurial minded
- Commission sales people
- Money motivated
- Ex bosses
- Local business owners
- E-commerce sellers
- Internet Marketers
- Social Media Influencers
- Belongs to Chamber of Commerce
- Co-workers
- Past co-workers
- Works part-time jobs
- Will retire soon!
- Works long hours/night shifts

Community

- Bank Tellers
- Car Salesman
- Dentists you know
- Volunteer workers
- Your Chiropractor
- Your family doctor
- Your Accountant
- Your insurance agent
- Realtors
- Mortgage bankers
- Members of church
- Wealthy people you know
- Your hairstylist
- Your nail or medspa beauty people
- Your children's teachers
- Your neighbors

Family

- Immediate Family
- Extended family
- Married children's spouses family
- Your spouse's relatives

Business/Work

- Best Friends
- Wedding party (your bridesmaids/groomsmen)
- College buddies
- Friends of your parents/in-laws
- Friends from high school
- Facebook contacts you haven't talked to in a while
- Old friends you've lost touch with
- Your personal mentor
- Who do you turn to for help

Business/Work

- Buys supplements
- Concerned about aging
- Always trying new health things (biohacker)
- Athlete/into sports/works out a lot
- Needs to lose weight
- Takes a lot of medication
- Has health issues
- Doctors
- Nurses
- Natural doctors (like Chiropractors)
- Gym owners
- Personal trainers
- Health coaches

General/Misc

- Millennials
- Gen X
- Baby Boomers
- Would help and support you
- Needs an extra \$500/month
- Retired
- Wants to travel more
- Likes to buy things
- Someone you respect
- Enjoys helping people
- Into technology
- At risk of losing their home
- Who lives in another country (that LifeVantage is in, hint: look on LifeVantage.com upper left hand flag to see our open markets)
- Christmas Card list
- Old business cards

