

Getting Started Right

Complete the 10 steps below within one week of joining USANA. Upon completion, meet with your sponsor to review your checklist and set up an action plan.

1. ***Begin Using the Products***—By using USANA's products, you will better understand their benefits. Refer to page 5 to learn about redirection spending and being a prosumer.
2. ***Enroll in Autoship***—Learn how to use Autoship effectively.
3. ***Study the Business Development System***—Assemble your Business Development System (BDS). Read and internalize all the information contained in the BDS. Review the training CDs and DVDs on an ongoing basis. Familiarize yourself with the policies and procedures.
4. ***Complete the Goal Worksheet***—Listen to the audio training CDs to help you establish and discover your “why?” Use the Dream Building worksheet on page 13 to help visualize your dreams. Then complete your Goal Worksheet on page 15.
5. ***Create a List of Names***—The audio training CDs will teach you how to make a list of names. Do not pre-qualify anyone. Use the helpful Memory Jogger on page 23. Then fill out the contact name list sheets starting on page 25. (100 minimum)
6. ***Get Connected***—Log in and become familiar with your Online Business Manager. While there, sign up for daily updates by providing your e-mail address. Your online access to USANA will be your lifeline for important company and upline communication.
7. ***Purchase and Review Tools***—Consult your upline for a list of the best tools to help you begin your business. Some tools are available directly from USANA while others can be ordered from UNI PROTOOLS at www.unitogether.com or 1-866-486-4669.
8. ***Set Up Three-Way Calling***—Call your local phone company and add this service to your phone(s). Make several test three-way calls to ensure you know how to use this feature properly.
9. ***Set Up Your Business***—It is very important to set up your USANA workplace at your home. Order your business cards using the form located in the forms section.
10. ***Begin Reading Think and Grow Rich by Napoleon Hill***—This book instills valuable success principles in building your business. It is also available as an audio book at most bookstores.