Zdanis USANA Team Fast Start Checklist

As a USANA Associate, you are an independent business builder free to build your business however you choose, within USANA Policies and Procedures. The following checklist is a recommended guideline for those who want to build their business as quickly and efficiently as possible, based on our 29 years of USANA experience. While we are always available by phone or email to assist you in building your USANA business, we recommend that you work closely with your USANA sponsor (if not us) as well as other upline members in developing your business goals, and your plan to achieve those goals.

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Send a copy of this checklist, highlighting which item(s) you have completed, to your USANA sponsor EVERY Friday until all checklist items have been completed. This will provide you with all the information you need to succeed in USANA as soon s possible, and also let your USANA sponsor know that you are serious and committed to building a USANA business.**

✓ Review the USANA Compensation Plan Video **HERE** , and review our USANA Compensation Plan Key Point Summary **HERE** . **Your success in USANA will be directly proportional to your understanding of the USANA Compensation Plan**.

✓ Review the USANA Lifetime Matching Bonus: **www.petezdanis.com/doc/LMB.pdf**

✓ Depending on your country, read, understand and complete the **USANA Getting Started Workbook – US** or **USANA Getting Started Workbook – CA** (Spanish, Chinese and French versions are also available)

✓ Activate three USANA Business Centers (BCs) with the purchase of 200 SVP (Sales Point Volume) of USANA products. Set up a 200 SVP Auto Order to make sure all of your BCs remain Qualified to earn commissions.

✓ Develop written goals for your USANA business, and a written business plan to reach those goals. Your sponsor can help you develop your goals and business plan, if needed. Give a copy of your goals and business plan to your sponsor so you can work together in reaching them.

✓ Review all segments of your USANA back office (The Hub), found by logging in at **www.usana.com** especially the following links: "Profile", (at the top right of the page), and all of the links under the "My Business" icon on the left side of the page. Pay special attention to the "Share USANA Media Center" under "My Business" and "Prospecting" – it contains a wealth of prospecting information and many powerful, free business building tools.

✓ Set up your USANA Personal Web Page (PWP). You must be on a minimum 100 SVP Auto Order to receive your free 13 week Business Accelerator Suite initial access, which includes your PWS. Log on at **www.usana.com** , and click on "My Website" under "My Business" and "Tools" on The Hub and follow the prompts to name, set up and design your PWS.

✓ Order basic promotional materials (About USANA Booklets, USANA Customer Catalog, Business Cards, etc.) from USANA. Click on "Shop Products" under "Shop and Order" on The Hub. Also check out the **Logo Merchandise** section to see many other excellent tools that are available to help you build your USANA business. Contact your sponsor for suggestions on items you may want to order, based on how you plan to build your business.

✓ Review all of the materials in your USANA Starter Kit as soon as you receive it from USANA. Review it periodically to insure complete understanding.

✓ Begin your USANA "**Basic Business Building Training**" by learning **The Four Steps to Building a Successful Network Marketing Business**: **www.petezdanis.com/doc/TheFourSteps.pdf** and **Eric Worre's Recruiting Scripts** at: **http://www.petezdanis.com/doc/RecruitingScripts.pdf**

✓ Learn the USANA Enrollment Process completely so that you can explain it to prospects, and easily enroll new Associates yourself. You can find an example summary here: **www.petezdanis.com/doc/USANAEnrollmentProcess.pdf**

** For your convenience, an MSWord version of this document can be downloaded at:

www.petezdanis.com/doc/usanachecklist.docx **- (Rev. 01.02.24)**