



Everybody has their own unique way of building their business, and Youngevity makes it easy to customize your approach. In the example below, one Distributor who enrolled with a Business Essentials Kit, outlines the steps she took to reach her goals in the first 30-60-90 days.

The main goal for my Youngevity business is having a mix of Retail Customers and Preferred Customers, along with getting a few people to join the business as Distributors.

I've acquired a large network of contacts through friends, family, colleagues, and acquaintances. Which means I needed to adjust my approach based on the audience I was engaging. Becoming a Distributor isn't for everyone, so I looked for people that would be good product advocates to join my team as Preferred Customers. I focused on the Health & Nutrition category, because once Customers start seeing results, their monthly commitment becomes second nature. And since I have a large social following, I then decided many of our on-trend products like essential oils, spices, coffee, and the natural home cleaning items would be attractive to Retail Customers.

Below is the month-to-month outline, showing how I navigated my first 30-60-90 days and achieved my goals. Keep in mind that this may not be your approach, but that's where the planner and your enroller can help put you on the right path.

MONTH 1

I Personally enrolled with the Health & Nutrition Business Essential Kit - \$199.95 BV 100, QV 200 (My personal QV).

Held my Launch party - I introduced Youngevity, why I joined, and what products I love. I took the opportunity to share the Health Assessment Quiz. **My goal for this event was to:**

- Enroll 1 Distributor with a Health & Nutrition Business Essential Kit (\$199.95 BV 100, QV 200).
- Enroll 4 Preferred Customers who each purchase a Healthy Body Start Pak 2.0 (\$133.95 BV 100 QV 127) - I encouraged them to sign up for Autoship to get free shipping on future orders of \$99 or more.

I share my business via social and with some hot contacts with my Network via the YoungevityGo2 app. My goal was to get:

- 1 Retail Customer to spend \$129.00 - HempFX, Essential Oils, Saveur Spices, Coffee, Mineral Make Up and Gigi Hill Handbags are on-trend items to share through your social channels - Make sure you share direct links to your replicated websites via your YoungevityGo2app.

MONTH 2

I held a business networking event at my home, where I shared the Youngevity opportunity (opportunity video) and our product story (the Health Assessment Quiz is a great way to introduce the Health & Nutrition Products). I touched on all the product categories to help show the depth of our offerings. **My goal for this event was to:**

- Enroll 1 Distributor with a Health & Nutrition Business Essential Kit (\$199.95 BV 100, QV 200).
- Enroll 4 Preferred Customers who each purchase a Healthy Body Pak 2.0 (\$133.95 BV 100 QV 127) - I encouraged them to sign up for Autoship to get free shipping on future orders of \$99 or more.
- I shared my business via social and some hot contacts with my Network each week via the YoungevityGo2 app. My goal for this was to get:
 - o 3 Retail Customers spending \$129.00 - HempFX, Essential Oils, Saveur Spices, Coffee, Mineral Make Up and Gigi Hill Handbags are on trend items to share via your social channels - make sure you share direct links to your replicated websites.

Service and follow up -

- I followed up with the 4 Preferred Customers that placed orders last month. **My goal was to:**
 - o Thank them for their orders and ask how they like the products they ordered.
 - o If they weren't on Autoship yet, explain that it gives them a discount on shipping. Calculating what they can save on shipping makes it easy to understand the advantage of AutoShip.
- I followed up with any Retail Customers who ordered last month. **My goal was to:**
 - o Thank them for their order and show them how much they can save as a Preferred Customer - by calculating what they could have saved on the order they already placed.
 - o Let them know about the Autoship program to get free shipping.
- I followed up with my new team member to make sure all was going well in her first month.

MONTH 3

When I looked through my network, I noticed a lot of people who were interested in food and healthy eating. So I decided to hold a Saveur Tasting event at my home, where I shared the Youngevity opportunity and product story. I ordered a few Saveur products so I could prepare simple dips and treats for our guest (by the way, Saveurrecipes.com has some great recipes). I also created a nice display of our Health & Nutrition and hemp derived products, including Healthy Body Start Paks. Plus, I provided some drink samples of Beyond Tangy Tangerine and set out my HempFX Sooth to sample.

My goal for this event was:

- Enroll 1 Distributor with a Saveur Business Essential Kit (\$199.95 BV 100, QV 200).
- Enroll 4 New Preferred Customers with a Large Saveur Foods Social Kit (\$145.95) - I encouraged them to set up Autoship for future orders - sharing how the selection can change each month.

I held a couple of **one-on-one meetings** with the Distributors I enrolled in Month 1 & 2 – **My goal was to:**

- Find out how they're doing, what's working for them, and share what's working for me.
- Make sure they're on Autoship and share any other products they may be interested in.
- Make sure they know I'm here to support them.

I shared my business via social and with some hot contacts with my Network each week via the YoungevityGo2 app. **My goal for this was to get:**

- 2 New Retail Customers spending \$129.00 – HempFX, Essential Oils, Saveur Spices, Coffee, Mineral Make up and Gigi Hill Handbags are on trend items to share via your social channels, make sure you share direct links to your replicated websites.

Service and follow up –

- Follow up with the 8 existing Preferred Customers that placed orders in the last 2 months – **My goal was to:**
 - o Thank them for their orders and see how they like the products they ordered.
 - o Remind them to set up an Autoship to save on shipping.
 - o Present them with the business opportunity.
- Follow up with any existing Retail Customers,
 - o Thank them for their order(s) and present the Preferred Customer opportunity to them.
 - o Share the Preferred Customer savings opportunity. Calculate what they could have saved on the order they placed.
 - o Let them know about the Autoship program to get free shipping.

We'd love to hear your personal story!

Click on the orange envelope icon on the bottom right of the website to share your unique approach to building your Youngevity business in the first 90 days.

You can also email support@youngevity.com

