

# Launch Guide

## LifeVantage Corporate Information

**Website:** [LifeVantage.com/au-en/](http://LifeVantage.com/au-en/)

**Virtual Back Office:** <https://evo-lifevantage.myvoffice.com/index.cfm>

**Customer Support:** 1-800-218-751 or [ausupport@LifeVantage.com](mailto:ausupport@LifeVantage.com)

**Corporate FB Page:** Official LifeVantage Distributors of  
Australia and New Zealand

**Apps:** LifeVantage App & LV Pay

## My Support Team

**Name:** \_\_\_\_\_ **#** \_\_\_\_\_

**Name:** \_\_\_\_\_ **#** \_\_\_\_\_

### Team FB Groups

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**Sunday**

**Monday**

**Tuesday**

**Wednesday**

**Thursday**

**Friday**

**Saturday**

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## 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](http://info.lifevantage.com/index.cfm)

2. Account Services

3. My Referral Site Admin

4. (choose a name)\_\_\_\_\_.LifeVantage.com

### ☐ Get Familiar

Become your first and best customer. Start creating your story with our amazing products (remember with an active subscription you get approximately 20% off the non-subscription price). Remember, you should sell 200 PV of product each month if you want to maximize your earnings with the LifeVantage Sales Compensation Plan.

### ☐ Get Skills

Visit [www.lifevantage.com/au-en/](http://www.lifevantage.com/au-en/) for product and opportunity information to help you understand our business. Attend the next LifeVantage Event. Events like Global Convention, Elite Academy, Regional Tours, and virtual events are the best way to get elite-level training, network with other distributors, and get your hands on the newest products and technology from LifeVantage. Register today for the next LifeVantage Global Event at [www.lifevantage.com/au-en/](http://www.lifevantage.com/au-en/)

## Your Pace

### EARN UP TO \$980 IN PACESETTER BONUSES\*

Achieve Pro 2 by \_\_\_\_\_ **Earn Extra \$140\***

Maintain Pro 2 in \_\_\_\_\_ **Earn Extra \$140\***

Achieve Pro 3 by \_\_\_\_\_ **Earn Extra \$350\***

Maintain Pro 3 in \_\_\_\_\_ **Earn Extra \$350\***

1. What rank most aligns with your vision? \_\_\_\_\_
2. Realistically how many hours per week can you commit to this? \_\_\_\_\_
3. How much money do you want to make in the next 30-90 days? \_\_\_\_\_ 6 mo? \_\_\_\_\_ 1 yr? \_\_\_\_\_

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

\*The Distributor sales earnings disclosed in this document are potential gross earnings and not net of other business expenses and not necessarily representative of the actual income, if any, that a Distributor can or will earn through the LifeVantage Sales Compensation Plan. A Distributor's earnings will depend on individual diligence, work effort and market conditions. LifeVantage does not guarantee any income or rank success.

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

## YOU ARE PAID FOR PRODUCT SALES.

Here is a 3-step system to guide you in selling your product and building your 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?"

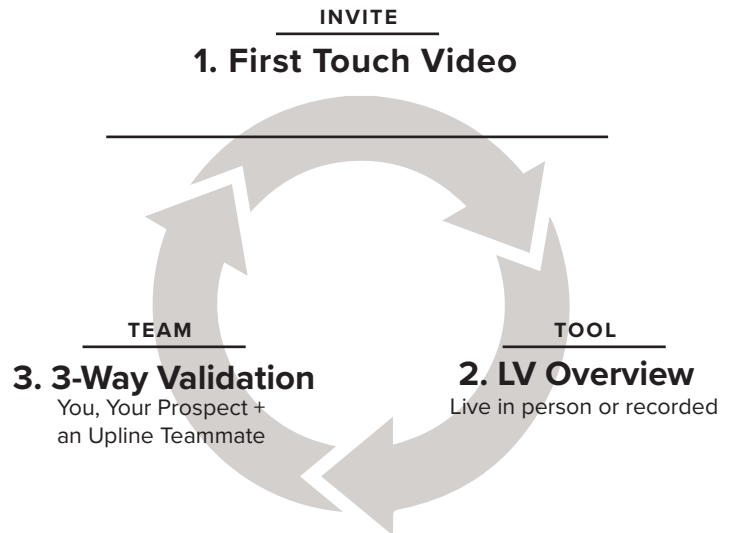
### 2nd Step - Tool

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	INVITE 1 <sup>st</sup> Touch	TOOL Overview	TEAM 3-Way
1.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
7.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
8.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
11.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
12.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
13.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

	INVITE 1 <sup>st</sup> Touch	TOOL Overview	TEAM 3-Way
14.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
15.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
16.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
17.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
18.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
19.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
20.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
21.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
22.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
23.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
24.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
25.	<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 distributor's accomplishments. Please see the [LifeVantage Annual Earnings Statement](#) for more details.

**Rinse & Repeat** Repeat this Launch Guide with a new 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
- Interested in Direct Selling
- 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 neighbours

## Family

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

## Social Network

- 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

## Health

- Buys supplements
- Concerned about aging
- Always trying new health things (biohacker)
- Athlete/into sports/works out a lot
- Interested in weight management
- Interested in fitness
- Wants to be more healthy
- Healthcare Practitioners
- Gym owners
- Personal trainers
- Health coaches

## General/Misc

- Millennials
- Gen X
- Baby Boomers
- Would help and support you
- Wants to supplement their income
- Retired
- Wants to travel more
- Likes to buy things
- Someone you respect
- Enjoys helping people
- Into technology
- 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

