

# Your Business Checklist

Congratulations on starting your USANA business. This checklist will help you get started quickly and confidently with a mix of key actions and thoughtful prompts.

## ☐ ADD THESE NUMBERS TO YOUR CELL PHONE

- ☐ Your Distributor ID Number
- ☐ Customer Service

• Belgium: 0 800 14 432	• The Netherlands: 0 800 022 7288
• France: +33 1 42 99 76 50	• Romania: +40 312 295 242
• Germany: 0 800 182 5899	• Spain: 900 941 696
• Italy: 800 790 241	• United Kingdom: 08 08 234 4478

## ☐ CONNECT WITH US

The Hub is great for up-to-date business information, and our social media sites supply you with professional content you can share.

## ☐ DEFINE YOUR “WHY”

Why are you passionate about your USANA business? What will motivate you in the coming months? Write this down and keep it in daily view.

## ☐ WRITE DOWN YOUR GOALS

Choose two short-term goals and two long-term business goals. What high-leverage activities will you perform on a daily basis? Review these often to stay on track.

## ☐ MAKE AN ACTION PLAN

How much time will you dedicate to USANA to meet your goals?  
Make a commitment and stick to it.

## ☐ REGISTER FOR A USANA EVENT NEAR YOU

Events are a great way to connect with other like-minded Distributors and learn from those who have been successful with USANA.

## ☐ DEVELOP YOURSELF

Invest in yourself and your personal growth. Listen to, watch, or read 30 minutes of personal development material daily.

## ☐ REVIEW THE COMPENSATION PLAN

Gain a better understanding of how you make money and how others can, too.

## ☐ REVIEW OUR POLICIES AND GET CERTIFIED

Learn how to share your business with the world while protecting it from legal issues. Visit [The Hub>Training>Ethics & Education](#) to review our official policies and take a quick course to complete your ethics certification.

## ☐ BUILD YOUR PRODUCT TESTIMONIALS

Your personal experience with USANA products will be your best sales tool. Take and use the products regularly to feel a difference you can share.

## ☐ CREATE YOUR STORY

Sharing your experience using our products is an engaging way to connect with your contacts.

## ☐ TALK ABOUT USANA

Friends, family, and co-workers are all great places to start. Tell them about the new company you've partnered with and ask if they're interested in hearing more about the products you offer.

## ☐ ALWAYS FOLLOW UP

Follow up with potential customers or team members to close sales and earn commissions for your work.

## ☐ THIS IS YOUR BUSINESS

Your income depends on you.