

Your Business Checklist

Congratulations on starting a 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**

- ☐ Customer Service
 - ☐ 1-801-954-7200
- ☐ Your Associate ID Number

☐ **CONNECT WITH US**

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

☐ **DEFINE YOUR “WHY”**

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

☐ **WRITE DOWN YOUR GOALS**

Choose 2 short-term goals and 2 long-term business goals. Review them often to stay on track.

☐ **DECIDE YOUR TIME COMMITMENT**

How much time will you dedicate to USANA to meet your goals? One hour a day? Five? 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 Associates and learn from those who have been successful in 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. Visit The Hub>Training>Compensation Plan for a helpful video.

☐ **BUILD YOUR PRODUCT TESTIMONIALS**

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

☐ **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 your potential customers or team members to close sales and earn commissions for your work.

☐ **GET PAID INSTANTLY WITH RETAIL**

Sell at 10 percent over the Preferred Price to make an instant profit.

☐ **DID WE MENTION YOU SHOULD TALK ABOUT USANA?**

This is your business. Your income depends on you.