



*Your support forever,
Jim and Sharole Beckman*

Express Verification Enrollment – Prepare Your Prospect

“Enhancing the lives of those we touch by helping others reach their Goals”. Melaleuca Corp.

Prepare Your Prospect for a Smooth Express Telephone Enrollment

Use this outline to be sure your enrolling customer is prepared to be on the three-way phone call with you and the Express Verification enrollment people at Melaleuca. Here are the conversation points and questions that will be asked of the person enrolling:

- Personal profile (phone, address, date of birth, email...)
- Method of payment (at least one, and others may be added now or later in the My Account tab on the Melaleuca website after logging in).
- What is your understanding of the back-up order? (It is not auto-ship. It is ONLY sent if in a give month a Preferred Customer did not order the agreed minimum – typically only 35 product points. It is “insurance” to protect the preferred customer status and all preferred customer benefits like the bank of Loyalty Shopping Dollars, tax advantages, and residual referral income, and marketplace access. After you have experienced products, you can design your own back up order. In the meantime it's a standard order with or without vitamins.
- Would you like to receive commission checks for referring people? (if YES, provide SS#)
- What level of participation? Category 1: Only a Customer, though may tell someone else sometime. Category 2: Intend to tell a few people to create a small income; Category 3: Intend to regularly and intentionally refer people to Melaleuca in order to create a life-sustaining income, like replace a career income.
- Place Order - Essentials Pack or Value Pack. (To order other specific things, assist the new customer in setting up their access to Melaleuca and then give them a tour of their website so they know where the different category of products and services are located).

When a Marketing Executive is enrolling others and building a business, he or she must submit signed hard-copy Agreement to the company in order to advance to Director III. So be sure to have the new customer sign the paperwork in their Customer Kit and get it to Melaleuca if they intend to be a business builder.

Please read and understand the information on your marketing & membership agreement. This governs how Melaleuca partners with us and the rules and benefits of membership. One of the big things to understand is that we're not sales people or distributors - so no plastering your car with stickers or signs in your yard saying, "Melaleuca Sold Here!", and no websites except those authorized by Melaleuca.

The phone number to the company for this enrollment method is 800-742-9560, option 2

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