

New Customer Checklist

Welcome to Melaleuca: The Wellness Company™! We're thrilled that you've chosen to become a customer and enjoy hundreds of products that are designed with your family's health and vitality in mind. Please write your membership category (1, 2, or 3) in the box at right. Then review and complete the items below that correspond with your category. (Example: If you selected 1 as your category, you should complete all of the unshaded items under the #1 column.)

Mark and review the following items at the conclusion of the Melaleuca presentation:					
Categories	1		2		3
Set date for 48-Hour Follow-Up					
Read through catalog					
Select first order					
Write down any product questions					
48-Hour Follow-Up Session	<i>Date/Time</i>				
Mark the following items as you review them in your 48-Hour Follow-Up Session:					
Categories	1		2		3
Review product questions					
Monthly Product Point order					
Review Preferred Customer program/Backup Order					
Review questions regarding video/kit					
Discuss enrollee's "why"					
Review Seven Critical Activities					
Submit a picture for <i>Leadership in Action</i>					
Submit new Customer Membership Agreement for Director					
First order					
Number of business hours per week					
Income goals					
Status goals					
Names on contact list					
Personal enrollments @ 30 days					
Personal enrollments @ 60 days					
Practice approaches					
Set appointments					
Number of Business Kits purchased					
Attend meetings/functions					
Reconfirm goals					