

JUNIOR ASSOCIATE CHECKLIST INCLUDING TRAINING PROGRAM

I am a Junior Associate from the time I register until I complete my 4 week training and register my first partner. My Senior Associate, _____, trains me and my team supports me while I learn the system during my 4 week training, find and register my 1st I **CAN** partner and fulfill my role on my "First Team". I am a Junior Associate only once. The training is not meant to make me an expert; rather the goal is for me to have a greater understanding of and appreciation for the value of the Mannatech products, the heart of Mannatech as a company, and the benefits of this "I Can" system.



ENJOY THE PRODUCTS DAILY

WEEK 1- JR. ASSOCIATE TRAINING

REGISTER AND ORDER PRODUCTS: with help of Senior Associate:

- Complete "Registration"** (FORM 3) – select Product Pack that is best for me. (Optimal Support Packets recommended as the best value for maintenance level of wellness products.) I can begin the I **CAN** program at any of the three levels and will upgrade as needed to maximize my income.
- Sign "Terms and Conditions"** (FORM 4) and **"Signature Form"** (FORM 6) and fax/mail to Mannatech, 1-800-825-6584.
- Register with Mannatech by Phone or On Line** (Phone registration order to Mannatech) together with Senior Associate: 1-800-281-4469 and www.mannatech.com
- Establish an Automatic Monthly Order** (AMO) for at least **100PPV** (approx \$100 of products every 28 days). Place this order at the time of registration with Mannatech.

JOIN MY I CAN TEAM:

- Receive from my Senior Associate two documents:**
 1. *My Life in 12 Months*" (FORM 1). Work with my Senior Associate to make my vision come to life. Place copy in my manual to motivate me to achieve what I have envisioned.
 2. *"Your Team"* (FORM 2) listing my support team and their contact information. Place in my binder.
- Send, fax or email my completed "My Team" and "My Life in 12 Months"** forms to my Senior Associate within 7 days of registration (or by the 1st of the calendar month immediately following the month in which I registered if earlier).

OBTAIN AND ASSEMBLE TOOLS:

- Order my I CAN Starter Kit** within 24 hours of registering: Obtain order form from Senior Associate or go to www.ICANTOO.net, click on "Order Materials". Cost: \$30

- Assemble my I CAN Program Manual:** Purchase a binder and the dividers recommended in the instructions. Print documents from www.ICANtoo.com or Program CD in Starter Kit and assemble manual. Watch "How to Assemble My I Can Binder" from www.icantoo.net under "Getting Started"
- Register for my personal www.ICANtoo.net web site** if desired.
- When your Mannatech box arrives,** set the Mannatech Marketing materials ("The Go-Giver" system) aside for review in 4th week of the training period
- Set up my Mannatech webpage:** Log into Mannatech Corporate website (www.mannatech.com) with the Sr. Associate and set up my web account and mannapages, with all preference checked in order to receive all Mannatech Corporation emails and notices.

EDUCATE MYSELF: My Senior Associate schedules 3-4 weekly calls with me to assist in my training.

- Read through my I CAN Program Manual** and familiarize myself with the system.
- Notify Sr. Associate and Trainer when Week 1 Training is complete**

WEEK 2-JR. ASSOCIATE TRAINING

EDUCATE MYSELF

- Review materials in I CAN Starter Kit:** "I CAN.." DVD , "Let's Go Natural" CD, Flip Chart & Placemat.
- Listen to weekly Monday night "I Can" call** with Merri-jo Hillaker during the the rest of the training time (7:00 CT 712-432-6060 access code: 7334908#-Replay 712-432-6099 access code: 7334908#)
- Review website video "So What Is I Can?"** (access my Senior Associate's personal "ICantoo" website if I have not registered for my own). Also review "The Products" and "The Program" on this website.
- Watch DVD/CD(to be developed) explaining the why and how each form is used**
- Under "Getting Started" on the www.icantoo.net website**

Review:

1. How to Communicate "I Can" to Others-INCLUDE BENEFIT STATEMENTS
2. Where to Find People
3. Finding Your "I Can" Partner Each Month
4. Transitional Scripts
5. How to Customize an Invitation
6. Blessing Program

BEGIN INVITING:

- Fill out I Can Monthly Contact Manager (Form 6),** list your first 10 prospects. Review with Sr. Associate.
- List 10 names on Monthly Contact Manager (FORM 3)** of people I would like to invite as Partners.
- Start sharing to obtain my 1st registration** by the end of my first full calendar month. Senior Associate or other team members will help me with 3-way calls or personal meetings if needed.
- Obtain 3-way calling and unlimited long distance** as part of my phone service *if necessary* to minimize expense and make talking with my team and partners easy.
- Notify Sr. Associate and Trainer** when Week 2 Training is completed.

WEEK 3-JR. ASSOCIATE TRAINING

EDUCATE MYSELF

Mannatech Company Overview

Review Company history (Sam Caster's new presentation-when available on line or in new starter kit)

- Explore invitation tools: www.ExploreMannatech.com (review all videos and information) and 24/7 phone lines, (List specific phone lines for review)
- Review with Trainer the power point presentation about the difference between Mannatech the Corporation and the I Can System-“Mannatech” the Corporation and the “I Can System” Defined.
- Review Corporate trainings**-go to www.mannatech.com, log in and click on “Resources”
Click on
 1. Cornerstone-“The Mannatech Products & Technology” (34 Mins)
 2. Cornerstone-“Mission”
 3. Cornerstone-“Compliance”
 4. Cornerstone-career and Compensation (optional) (37 Mins)
 5. Mannatech U-“Why Network Marketing” (32 Mins)
- Notify Sr. Associate and Trainer** when Week 3 Training is completed

WEEK 4-JR. ASSOCIATE TRAINING

EDUCATE MYSELF

Go to your Mannapages that was set up in the first week, should be

www.mannapages.com/yourURL

1. Click on “About Mannatech”
 - a. Watch “Mannatech’s Science Setting the Standard” (45 mins)
 - b. Watch “State of the Science” by Mannatech’s Chief Science Officer, Dr. Robert Sinnott (11 Mins)
 - c. Dr Boyd “Why Nutrition, Why Supplementation, Why Mannatech” (49 Mins)
2. Click on “Return to MannaPage Home”
 - a. Watch “Sam Caster video-Healthcare Disrupted”

Review with Sr. Associate Mannatech’s marketing materials from the product box, “The Go-Giver” system (referenced in week 1).

Review 4 weeks of training with Sr. Associate

Notify Sr. Associate, Trainer, and Manager when 4 Week Training is completed

PARTICIPATE IN WEEKLY TEAM CALLS:

- Begin my weekly “First Team” calls** the first week of my first full calendar month.
I will ask my team members for help if I have questions about anything!

ATTEND A MANNATECH INTERNATIONAL, NATIONAL, OR REGIONAL EVENT

- Talk to your Manager about the dates of the next events**

Highlighted indicates these are still in the process of being developed and we will keep you posted.