



## Melaleuca's 7 Critical Activities => ([HERE](#))

**(1) Keep on Building Your Contact List** - Your Contact List is a resource that should never run dry. Continually add names and don't leave home without it!

**(2) Approach / Set Appointments** - If you don't have appointments on your calendar, you're out of business! Consistently set appointments.

**(3) Make Presentations / Do Overviews** - The most productive and rewarding activity you can do to generate new enrollments is to continually present the Melaleuca products & opportunity.

**(4) Hold 48-Hr Follow-up STRATEGY Sessions** - Help new Business Builders get started right. Help them set goals and teach them the business basics.

**(5) Celebrate Success** - Recognize and celebrate every achievement in your organization and make the journey enjoyable.

**(6) Be Involved With A Fast Track** - Keep plugged into success! As you join with others to create successful teams, you'll discover greater synergy and faster growth.

**(7) Lead By Example** - A strong Melaleuca business leader leads by example because she knows that her actions are usually duplicated by those in her organization. Is she professional, product-centered, and positive? If so, others will duplicate her actions. Is she disorganized, demanding, and late to meetings? If so, others will observe and duplicate these actions as well...

Your first two months as a Melaleuca Marketing Executive are critical. You get only one chance to create your story - make it as great as you can! Later, when you're referring new customers and trying to encourage them to build quickly, they'll want to know how you did it. You'll be telling your "getting started" story over and over again, so it's important to set your sights on reaching Director in your first month, and Director II in your second month.

Convert your home to Melaleuca products and services. After joining Melaleuca, immediately convert your home to Melaleuca products and services. Learn everything you can about them, and get in the habit of consistently sharing product and service information with others. **MORE:**

- **Drive Results** - If you don't get results in your business, not much else matters. Good leaders are those who are focused on delivering results. They continuously drive results in their organization...

- **Attend All Melaleuca Meetings** - As a Melaleuca leader, it's important to attend and support all Melaleuca & Team meetings [virtual + in person]. Not only do they offer you inspiration, and ideas, and the training you need to grow your business, they give you the opportunity to develop a reputation as a supportive, involved Melaleuca leader whom others will want to emulate...

- **Cultivate A Postitive Attitude** - Melaleuca thrives on positive attitudes and passionate energy. According to leadership author John C. Maxwell, "People catch our attitudes just like they catch our colds—by getting close to us. It's important that I possess a great attitude, not only for my own success, but also for the benefit of others."

- **Lead With Integrity** - Integrity is critical to your business success because Melaleuca is largely based on relationships. Dishonesty, exaggerations, gossip, poor follow-up, egotism, and duplicity are quickly recognized and communicated from person to person in an organization. Nothing could be more detrimental to your success! A person with integrity is a whole person—one whose actions match up with her system of values. This helps a leader to earn the trust of those who follow...

- **Business-Building Tools and Guides** - There are several business-building tools and guides that Melaleuca provides for your education and information. These are listed on the web here and in your monthly Leadership in Action magazine. You can order these anytime you need knowledge, inspiration, and motivation.

