

Things Every New Distributor Should Know – Your “Don’t Forget” List

- It is important that every new distributor who has intentions of working Advocare as a part time business know that you can’t learn everything all at once. This is a simple business, but there is much to learn along the way. **95% of all that you learn is “on the job” training.** You will not learn the business, nor business procedures, from e-mail communications. In fact, if all of your communication with your sponsor or downline is via e-mail, then you are setting yourself up for frustrations.
- The following list contains some important things for a new working distributor to keep in mind as they progress through the first few weeks of becoming an independent distributor:
 - 1) **Our job is to help get you to the Advisor level as fast as possible.** You do not “earn” your way to Advisor. You “earn” income; however, getting to Advisor is merely a “process”. For example, you can go through the process of getting to Advisor in a few short minutes by placing an Advisor order, or you can go through the process of getting to the Advisor level by working your way there over a period of 1 day to 6 or 7 weeks. (Please watch “How To Get To Advisor” on www.advocaretraining.com for more details)
 - 2) There are two pay periods each month in Advocare; thus, there are 24 pay periods per year. **Our pay periods end on the 1st and 3rd Tuesday of each month at 2:00 a.m. Central Standard Time.** Please mark your calendar accordingly.
 - 3) If you are working your way to Advisor, it is important for you to know that you must have a **minimum of \$500** of personal volume (PV) during each pay period of qualification, in order for that volume to count toward you becoming an Advisor. Refer to “How To Get To Advisor” on www.advocaretraining.com for details.
 - 4) If you are excited about earning a “Rookie Bonus”, **you must be a fully qualified Advisor in order to be eligible to earn these bonuses during your first 12 months.** Please refer to “What is a Fully Qualified Advisor?” on www.advocaretraining.com for details about this subject.
 - 5) In order to be eligible for a Rookie Bonus you must be signed up for the upcoming Success School or have attended the previous Success School.
 - 6) Your first commissions check from Advocare will be the longest waiting period that you will have. You will receive your first check approximately 21 days after your first pay period of “earnings” closes. After that, your earnings will be on a regular schedule every pay period. You just have to get that first pay period under your belt!
 - 7) **You must be an Advisor in order to sign up for direct deposit in to your bank account.** Refer to your microsite for details about this process.
 - 8) Don’t forget to ask your sponsor about the retail sales compliance form with Advocare, on your microsite. Danny McDaniel didn’t know about this for 3 months before Advocare called him about it—don’t shoot your sponsor!

If you are planning on working this business to earn income, don’t forget these very important items:

- 1) **Register and attend the next Success School** – the key to you and your team’s success
- 2) Order at least three packages of Impact magazines
- 3) Order at least three packages of Advocare DVD’s
- 4) Order at least one package of catalogs
- 5) Print out your presentation book (www.advocaretraining.com) and put the sheets in a notebook with plastic sheet coverings – be professional!
- 6) Make sure you download the business presentation on to a flash drive or to your computer so that you can use the power point presentation when preferred
- 7) Make sure and purchase a file folder from an office supply store and print out multiple copies of documents from Danny’s file folder from www.advocaretraining.com
- 8) Make sure you have a copy of Charlie Ragus’ CD training series to begin listening to immediately! If you prefer to download it from your microsite, it is under “Training”

*This is certainly not an exhaustive list of all the things that you need to know. There is a huge learning curve in this business. The good news is that you have the opportunity to earn valuable income while you learn, versus taking out loans and going in to debt for several years of education that promises you that you can earn a lot of money one day. Don’t let the process frustrate you. Be patient. Maintain a teachable spirit and a willing attitude to learn all that you can along the way, as you develop a Plan B business. It doesn’t come without frustrations; however, the champions in life have mastered the ability to handle frustrations and overcome obstacles. Most of all...Have Fun! This a business built with hard work, but having fun changing lives in the process! Embrace the challenge of becoming a **Champion in Advocare!***