

NUCERITY

GETTING STARTED GUIDE: **YOUR FIRST 90 DAYS IN NUCERITY**

Welcome to your NuCerity blueprint for success. Understanding that there is no single one-size-fits-all system for building a big business and that everyone learns differently, we've developed a seven-tiered guide consisting of a variety of training modules to help you design your personal blueprint for success. With your enroller, or someone in your upline who has more experience, study, understand, and practice the steps in your Getting Started Guide.

As you come to understand it, begin to train others in your team. Your success will correspond not only to your understanding of this material, but also to your ability to train others to follow these very simple, proven steps to prosperity. You and your new team members can get started fast, get started right, and have your first success within days. As you implement your learnings, you will build a solid foundation for long-term growth in your business.

Simply put, build your team...live your dream! Let's get started.

SCHEDULE A NEW DISTRIBUTOR MEETING WITHIN YOUR FIRST 72 HOURS

Your NuCerity New Distributor meeting is with the person who enrolled you and often someone in your upline support team. **Connecting with that person early and often is crucial to your initial success.** Think of the process like an apprenticeship or on the job training. So, reach out to him or her within your first 3 days as a distributor and set up a time to have your New Distributor Meeting.

[Click here to watch a recorded Getting Started webinar](#)

[Register for a live Monday night Getting Started webinar](#)

What Happens at a New Distributor Meeting?

Your New Distributor Meeting is your **MOST** important and immediate action item!

[Click here and read the New Distributor Meeting Overview.](#) Print out and bring the worksheets highlighted below to your meeting.

A. Find your "WHY"

Why did you decide to enroll in NuCerity? What is the one thing that drives you to be successful in life? What do you value most? What keeps you motivated and enthusiastic? Your sponsor/upline leader will guide you through the process of getting to the center of what inspires you. We call this process finding your "WHY." **Once you know your WHY, you can really focus your intent and actions. Your WHY keeps you pushing forward no matter what.**

[Click here to download the Find Your Why worksheet.](#)

Complete this worksheet and bring it with you to your New Distributor Meeting to discuss. Your sponsor/upline leader will help clarify any questions you may have so that your WHY paints a clear vision of what you hope to achieve.



SCHEDULE A NEW DISTRIBUTOR MEETING WITHIN YOUR FIRST 72 HOURS

B. Build your Dream and establish your current level of commitment

What do you want to get out of your NuCerity journey...

- Extra cash to help pay the bills?
- More spending money for the weekends?
- A way to replace your current income altogether and retire on your terms?

What will your life look like when you achieve your ultimate vision? What actions do you need to take to get there?

[Click here to download Build Your Dream worksheet](#)

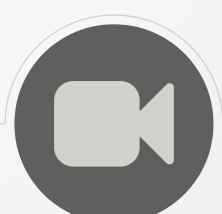
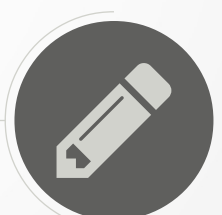
Once you've identified your level of commitment, decide with your enroller if you have enough inventory relative to your commitment level and goals.

[Click here to download the Activation Packs flyer](#)

[Click here to download the Fast Start 2BY2 Duplication System flyer](#)

[Click here to download the Duplication Worksheet](#)

[Click here to watch the Fast Start 2by2 video](#)



SCHEDULE A NEW DISTRIBUTOR MEETING WITHIN YOUR FIRST 72 HOURS

C. Make Your List

Finding success in network marketing is dependent on partnering with people who share your same goals, hunger for something better, and who want to make a difference. **So...who do you know in your life who fits that criteria?**

[Click here to download the 'Who Do I Know? My Pipeline to Success' worksheet](#)

After you've written down all the names on your List, you and your sponsor/upline leader are going to have fun and make some initial calls to your Hot Prospects! This is typically done via 3-way calls which your enroller will show you how to do. The conversation may be about the exciting new business you're building, the wonderful new products you're falling in love with, maybe inviting your prospect to an upcoming meeting, or inviting them to your home business launch – either way, you've begun your journey towards success.

LEVEL ONE



SCHEDULE A NEW DISTRIBUTOR MEETING WITHIN YOUR FIRST 72 HOURS

Congrats!

You've made it all the way past Letter C on our list, so that means you're truly committed and you've successfully completed your New Distributor Meeting. Congratulations! Now continue building belief in NuCerity and in network marketing by watching a couple of brief videos starring our very own Founder and President of the Americas Lonnie McKinney. Besides being a Founder, he's our resident product information expert and one of the most innovative and passionate entrepreneurs you'll ever meet.

So, go ahead and see what he has to say (you can even watch on your smartphone):

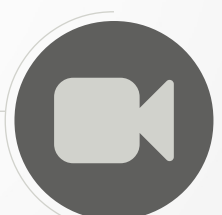
[Click here to watch Why NuCerity? Why Now? with Founder Lonnie McKinney video](#)

[Click here to watch Why Network Marketing? with Founder Lonnie McKinney video](#)

[Click here to download '17 Reasons to be a Network Marketer'](#)

Now is a good time to cover some basics about your powerful business tool, Team Office.

[Click here to watch How to Login & Manage Your NuCerity Team Office webinar](#)



START USING THE PRODUCTS & GET CONNECTED

Become a product of the product...

Before and After photos are a must!

One of the biggest mistakes you can make as a new distributor is forgetting that you are a walking advertisement for your business. Use the products every day and night, and remember to take before and after photos. Share your photos on social media, and have them handy on your smartphone or tablet to share with the people you introduce to NuCerity.

You can also share your photos and success stories with us here at corporate by emailing: socialmedia@nucernity.com.

[Click here to learn about the benefits of our products](#)

[Click here to watch Skincerity The Secret's Out video](#)

[Click here to watch The Science of Skincerity video](#)

Also be sure to check out the Skincerity tab in NuCerity University for more product information.

[Click here to download the Do's and Don'ts of Before & After Photos flyer](#)



START USING THE PRODUCTS & GET CONNECTED

Plug in to NuCerity Social Media

Successful network marketing requires effective communication. Our goal is to offer you channels of communication that'll provide you with the information and tools you need to clearly communicate what makes our products and opportunity so unique and rewarding. As you stay plugged into these various channels, you'll not only create a thriving business built to last, you'll become part of a greater community united by the common goal to help each other win professionally and personally.

Here are some ways for you to get and stay connected to the NuCerity community:

Click here to follow NuCerity on Facebook, Instagram, YouTube, Twitter, LinkedIn:



Visit the NuCerity Community News page regularly

Click here for the 1, 2, 3's of Promoting NuCerity on Social Media

Click here to learn about our Social Media Policy



CONNECT YOUR PROSPECTS TO YOUR UPLINE

Remember the list you made during your New Distributor Meeting in Level 1? I'm sure you made some successful calls during that meeting, but it's time to really make contact! **Like most things, there's a right way and a wrong way to talk to your people about NuCerity.**

In the beginning, learn how to do it correctly from your upline leaders who have already mastered the art of the introduction. Coordinating with both your prospects and upline leaders, set up appointments for Launches and 3-Way Calls and participate simply as a spectator while your upline leader shows you how to do the heavy lifting.

Another great way to connect with your prospects is by inviting them to a local **Business Opportunity Meeting** or have them join the **weekly corporate Business Opportunity Calls on Thursday nights.**

During these appointments, you and your prospects are getting to know your upline and vice versa. **You're also learning about the business and products.**

The next two pages are full of important information so you can read up on what you'll be covering in these meetings.

CONNECT YOUR PROSPECTS TO YOUR UPLINE

Click on one of the following links below to read up on what you'll be covering in the **Business Opportunity Calls and Meetings**:

Introducing NuCerity to Prospects

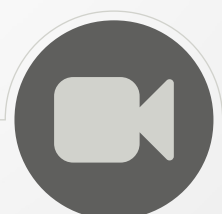
[Click here to watch the NuPower Training webinar 'How to Intrigue and Invite'](#)

[Click here to download 5-P's Opportunity Presentation Outline](#)

[Click here to download the How to Invite People to NuCerity flyer](#)

[Click here to download the 3-Way Calls - Edify & Connect worksheet](#)

[Click here to watch Mastering the 3-Way Call with Diamond Sally Arnold](#)



CONNECT YOUR PROSPECTS TO YOUR UPLINE

Click on one of the following links below to read up on what you'll be covering in the **Business Opportunity Calls and Meetings**:

Compensation Plan and Bonuses

[Click here to download the 10 Ways to Earn Income flyers](#)

[Click here to learn about ongoing promotions](#)

[Click here to watch the Affiliate Advantage video](#)

[Click here to download the Affiliate Advantage Customer flyer](#)

[Click here to download the Affiliate Advantage - Distributor's Guide](#)



HOW TO RANK ADVANCE IN NUCERITY

We are truly excited that you've chosen NuCerity as your partner in Creating Beautiful Lives!

Sharing our products is the key to your success, as the income you earn will be directly tied to your efforts in sharing the products, the opportunity, and building a sales organization. **You do not have to be an expert in every detail of the plan.** If you engage in the right income-generating behaviors and help others do the same over time the result can be the growth of a successful team.

You decide whether you want to create a part-time income or build a full-time business. You control your destiny! It all starts with three simple steps: **Enroll, Activate, Qualify.**

1. Enroll:

Great news...since you're reading these words right now that means you've already mastered this step! Now, you've got to go help someone else do you what you did by enrolling him or her as a NuCerity distributor.

2. Activate:

In order to accumulate sales volume, your Independent Business Center (IBC) must be activated. You can initially activate with a purchase of 100 Personal Volume (PV) or more in a single weekly bonus period. Your on-going monthly Activation may be accomplished by a combination of product purchases and Affiliate Customer product purchases that total 100 PV or more. Setting up AutoShip—a convenient monthly automatic order of personal products to use —with at least 100 PV enables you to remain active.

HOW TO RANK ADVANCE IN NUCERITY

3. Qualify:

To qualify to earn certain commissions and bonuses, you must personally enroll two distributors—one in your Left Sales Team and one in your Right Sales Team. Your personally enrolled Distributors must also be active with 100 PV – having them participate in AutoShip and/or signing up Affiliate Advantage customers can also help generate your 100 PV.

[Click here to download The Importance of AutoShip document](#)

[Click here to review the Building Residual Income and AutoShip presentation](#)

We understand this is a lot to take in at first; and, we've only scratched the surface of the many ways you can earn income with NuCernity. But, like we said: don't worry; you don't have to be an expert on any of this. Rely on your sponsor and upline leaders to teach you what you need to know to get started, participate in as many events as possible, stay plugged-in with your upline and teammates, and use the tools we've provided as well.

Take Action Every Day

Your NuCernity business isn't built overnight. It's built by staying focused and committed to your dreams and goals. It's built by taking action every day to move your business forward and connect you with others.

Have fun!



DAY 30–60 OF YOUR JOURNEY...NOW WHAT?

5

LEVEL FIVE

SPEND THE NEXT 30 DAYS BUILDING UPON WHAT YOU'VE ACCOMPLISHED SO FAR...

So, you've spent the last few weeks learning about our products, talking about our opportunity, and getting to know our industry. Hopefully you've earned some extra income by now, and you now have a more clear understanding of how NuCerity fits into your life and how it can help you achieve your goals. **Now what?**

A. Become proficient at the 4 Income Producing Activities: LIST, INVITE, SHARE, FOLLOW-UP

In reality, the most successful NuCerity distributors are perpetually engaging in the four income producing activities no matter how long they've been in the business or what rank they've achieved. After all, that's why we call them "income producing."

- Add at least 2 new people to your list every day
- Invite your prospects to attend an event, join a call/webinar, watch a video, meet in person
- Share your story, ask questions, gain insights, and offer solutions
- Follow-up and enroll
- Repeat!

DAY 30-60 OF YOUR JOURNEY...NOW WHAT?

5

SPEND THE NEXT 30 DAYS BUILDING UPON WHAT YOU'VE ACCOMPLISHED SO FAR...

LEVEL FIVE

Ask yourself if what you're doing on a daily basis is actually making you money and moving your business forward, or just keeping you busy. Then, continue or adjust your behavior accordingly.

[Click here to download the 4 Income Producing Activities Worksheet - use it over and over!](#)

[Click here to watch 4 Income Producing Activities webinar](#)

[Make sure you stay connected to NuCerity success stories](#)

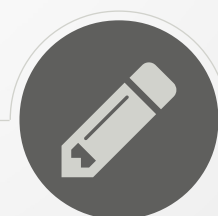
[Click here to explore NuCerity's Media Center and the large library of tools that can be shared](#)

B. Develop and share your success story

At this point, you've been using the products long enough to see results. You've also been documenting your results through before and after photos. Your personal success story is the most powerful asset you have to prove the value of NuCerity products and the business opportunity. So share it!

Share your unique story often and polish how you present it. Let others know how the gift of younger looking skin changes the way you feel about yourself inside and out. Nothing will empower your friends and family like the story of your own accomplishments. They will most often feel "if she/he can do this, I can too."

[Click here to download and complete Developing Your Success Story worksheet](#)



DAY 30–60 OF YOUR JOURNEY...NOW WHAT?

5

SPEND THE NEXT 30 DAYS BUILDING UPON WHAT YOU'VE ACCOMPLISHED SO FAR...

C. Hone your presentation skills by learning to handle objections

Whether you're a Crown Diamond or a brand new Associate, constant and persistent improvement is the common thread woven throughout the tapestry of your NuCerity business. Another common thread you've probably already noticed is that of objection and rejection. Don't despair; it happens to everyone. The best entrepreneurs in the world run up against opposition daily. It's how you handle it that makes the difference between advancing in ranks and remaining stagnant.

Believe in yourself, and believe in the company and industry. Realize that you are involved in the industry of network marketing, which contributed \$183 billion to the global economy in 2014 alone—more than the film, music, and video gaming industries combined! This model works, and it works for individuals like you every single day. Once your prospects understand the economic impact of NuCerity, their belief will grow as well.

[Click here to watch Handling Objections webinar](#)

[Click here to download Resolve Concerns and Close document](#)

LEVEL FIVE



DAY 30-60 OF YOUR JOURNEY...NOW WHAT?

5

SPEND THE NEXT 30 DAYS BUILDING UPON WHAT YOU'VE ACCOMPLISHED SO FAR...

Here are some tools to help you overcome opposition and grow your team. Review these materials and start implementing them daily:

[Click here to watch The Success Formula webinar](#)

Read *"Network Marketing: An Income-Generating Asset"* by Robert Kiyosaki

Read *"Why We Recommend Network Marketing"* by Donald Trump & Robert Kiyosaki

[Continue to explore NuCerity University and all the other tools available.](#)

Remember, as you are adding new business partners to your team and growing your NuCerity business, you will also need to take time to help conduct New Distributor Meetings and walk them through the Getting Started Guide so they too get started in the best way possible. **Your upline will help you until you're ready to take the reins.**

Just know that NuCerity's most important asset is YOU, and we have developed the NuCerity Compensation and Rewards Program to generously reward you for your efforts.

[Click here to download the Compensation Plan Overview and review the Rank Qualifications chart;](#) you may want to print this chart and keep it handy so it's clear what you need to do to achieve the next rank.

Visit nucerity.com to download the full Compensation Plan

LEVEL FIVE



DAY 30–60 OF YOUR JOURNEY...NOW WHAT?

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LEVEL SIX

RE-EVALUATE AND RE-COMMIT TO YOUR GOALS

In Level 5 we talked about overcoming opposition. The reality of network marketing is this business isn't an easy, get-rich-quick arrangement as some other companies would have you believe. **Like every worthwhile enterprise, it takes hard work and dedication to become successful.**

Along your NuCerity journey, you might find that your goals may need to be modified and sharpened, perhaps more acutely focused. That's ok; in fact, it's part of the process. So once **every 30 days, take the time to review your original goals.** Take inventory of how on track you are, and if necessary, change your goals. And, by the same token, modify the actions you'll need to take in order to achieve those goals. Setting goals and remaining committed to those goals is so important that studies show those who set goals, write them down, and share them with an accountability partner are more focused and motivated, procrastinate less and are less-easily distracted, and accomplish more. **The best goals are SMART:**

Specific – don't be vague. Exactly what do you want?

Measureable – quantify your goal. How will you know if you've achieved it or not?

Attainable – be honest with yourself. What can you reasonably accomplish at this point in your life while taking into consideration your current responsibilities? But don't play it safe, push yourself!

Realistic – it's got to be doable, real, and practical. But this doesn't mean it can't be inspiring!

Timely – when should you complete the goal?

DAY 30-60 OF YOUR JOURNEY...NOW WHAT?

6

RE-EVALUATE AND RE-COMMIT TO YOUR GOALS

Blitzing:

You and others in your upline/downline team may periodically want to become laser-focused on very specific goals for a short period of time. This targeted commitment to action and additional time spent building your business can generate a lot of excitement and momentum. We call this a Blitz!

Remember, anything is possible...this opportunity is what you make it!

[Click here to download 6-Week Blitz Challenge worksheet](#)

[Click here to review the 6-Week Blitz presentation](#)

LEVEL SIX



DUPLICATE, DUPLICATE, DUPLICATE ALL THE WAY TO PLATINUM

If you haven't hit Platinum already, you're well on your way. And, if your upline leaders have taught you well, you know what it's going to take to get there: duplicate, duplicate, duplicate. It's so simple, yet requires staunch devotion to the task at hand. As you help those in your organization do the 4 income producing activities daily, follow the Fast Start 2by2 Program, keep attending events, regionals, and conferences, and stay plugged in with webinars, calls, and team meetings, **you'll all advance in rank all the way to Platinum and beyond.**

[Click here to watch the Platinum Build presentation](#)

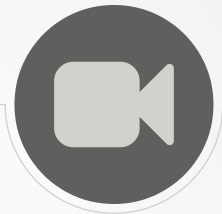
[Click here to download Platinum Build worksheet](#)

If you have achieved the rank of Platinum, congratulations! Now make sure that you know the qualifications necessary to move into the gem ranks of Ruby, Emerald and Diamonds. **Work with your upline to review your goals and chart your course to create an amazing, beautiful life.**

[Click here to download Your NuCerty Journey Overview](#)

Do you remember your "Why"?

As you re-evaluate and re-commit to your goals, it's important to keep your "why" in mind. After all, it is the one reason you chose NuCerty as the pathway to your dreams in the first place. And, **just like goals, when you achieve your "why," it's perfectly okay to establish a new one!**



DAY 60-90: YOUR ROAD TO PLATINUM

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LEVEL SEVEN

DUPLICATE, DUPLICATE, DUPLICATE ALL THE WAY TO PLATINUM

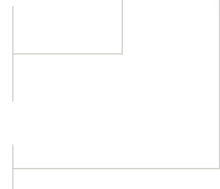
While it's true that this journey is intended to bring you healthy skin, personal and financial success as you define it, and a lot of incredible adventures with friends, family, and likeminded partners along the way, perhaps most important is this: **your NuCerity journey is about personal development and growth.**

We believe that there is no better business model out there than network marketing because of its inherent ability to help individuals cultivate characteristics that improve personal and professional relationships. Simply put, you don't succeed in network marketing without first helping others succeed. **NuCerity is a family, and you are a valued member of our family. As we join forces in a spirit of "love, respect and partnership" as our Founders like to say, we all win.**

[Click here to watch NuPower Training Working Your Drip Campaign](#)

[Click here to watch NuPower Training Sponsoring Up](#)

Read *"Would You Join a Multi-level Marketing Company for Retirement Income?"* by Robert Laura, Retirement Activist



DAY 60-90: YOUR ROAD TO PLATINUM

7

LEVEL SEVEN

Other Recommended Reading:

"Building an Empire" by Brian Carruthers ©2014

"Rich Dad Poor Dad" by Robert Kiyosaki ©2000

"Think and Grow Rich" by Napoleon Hill ©1937

"The Success Principles" by Jack Canfield ©2005

"Building Your Network Marketing Business" (audio CD)
by Jim Rohn ©2005

"Go Pro - 7 Steps to Becoming a Network Marketing Professional" by Eric Worre ©2013

"How to Win Friends & Influence People" by Dale Carnegie ©1936

"The Fifth Principle, The Secret to Network Marketing Greatness" by Michael S. Clouse ©2003

"Making the First Circle Work" by Randy Gage ©2011

"Your First Year in Network Marketing" by Mark Yarnell & Rene Reid Yarnell ©1998

"Daring Greatly: How the Courage to be Vulnerable Transforms the Way We Live, Love, Parent, and Lead"
by Brené Brown ©2015

"Rising Strong" by Brené Brown ©2015