



Checklist for New Associates

FIRST 48 HOURS - Business Planning Session with Upline/Sponsor

- Review [“Quick Start Guide -Your first 48 Hours in Xocai”](#) from the Starter Kit
- Review Product Brochure in Starter Kit or the Product tab at www.mxicorp.com, www.mxicorp.ca or www.mxicorp.eu
- Determine your goals - complete the Goal Setting information on the [Rank Advancement/Goal Setting Pad](#) (HB056)
- Review the Back Office – Sponsor will assist you in setting up your website, URL, etc.
- Place a tools order at www.chocolatebiztools.com Ask your sponsor for suggestions!
- Order Business cards www.myxocaitools.com
- Review information on accessing the various [weekly conference calls](#). info on this website and put them in your calendar

New Associate Homework:

- Complete your [Memory Jogger](#)
- Watch 3 Getting Started Trainings in MXI Back Office (Training & Resources - front page)
- Watch “Basic Training Videos” here

FIRST 7 DAYS

- Schedule 2 business showings (Chocolate Tastings, Business Opportunity Meeting, etc) within 10 Days to introduce contacts to your new business
- Listen to [How to Make Money with MXI](#)
- Watch Chapter 1-4 on Compensation Video in Starter Kit or review the Compensation Plan document in your back office under My Business> Library

New Associate Homework:

- Read the Business Builders Manual Visit www.mydrchocolate.com and www.goodnewsaboutchocolate.com for additional information on dark chocolate

FIRST 14 DAYS

- Click on SUPPORT at www.mxicorp.com and then review” Frequently Asked Questions on Product”
- Watch additional Chapters on Compensation Video in Starter Kit
- Attend Live or online Business Builder Training

FIRST 30 DAYS

Listen to the following all found at www.chocolatebiztools.com:

- Chocolate Tastings 101- Kerry Dean (HC015)
- Your First 90 Days- Kathy Robbins (GC010)
- Recruiting Mindset- Judy Murray (HC019)
- Recruiting Made Simple- Paula Pritchard (GC090)
- The Art of the Close- Sandy Chambers (HC020)
- Building a Business in a Lagging Economy (HC016)

EXECUTIVE ASSOCIATE TRAINING

Attend once you reach the Executive Position

IMPORTANT RESOURCES FOR NEW ASSOCIATES TO USE WITH CONTACTS

- Sizzle Call – (3 minute call w/Paula Pritchard) 212.990.6027
- 3 Way Calls with Upline to answer questions and present business opportunity
- Listen to live training and opportunity calls: Each Monday evening we have a special training call for our group at 8pm EST. You want to always be on this call. [Go to the Calls and Webinar section of this website for details.](#)