

# 30 DAYS TO SUCCESS WITH YOUR VIRTUAL FRANCHISE

## “The Interview” – Day 1

### 1. Clarify THEIR expectations for their business.

#### A. GOAL SHEET (2.4) DISCOVER THEIR WHY – MORE IMPORTANT THAN ANYTHING ELSE

- 1) Ask “clarifying questions.”
  - “Tell me more about that”
  - “What does that look like?”
  - “How would that change/affect your life/your family’s life?”

### 2. SHARE WHAT WE DO TO BUILD A BUSINESS – IT’S SIMPLE:

#### A. WE Share information in a way that it’s received with an Open Mind

Develop your story (4.3, 6.4 & 6.5) – Day 1 – HOMEWORK- Memorize by DAY 2

- I first heard about Juice Plus from \_\_\_\_\_
- It made sense to me because \_\_\_\_\_
- Since I’ve been taking it I (2-3 general results) \_\_\_\_\_
- WOULD YOU BE OPEN TO SOME INFORMATION?

### THEN SHARE HOW...

#### B. We GET CUSTOMERS (5 each month)...how???

Identify your market Day 2

1. Memory jogger (your market access) (5.3) HOMEWORK DAY 1

#### INVITE TO:

- a) Wellness Presentations (chapter 7) DAY 1 – pick 3 dates  
DATES: \_\_\_\_\_
- b) Wellness Events (flyers attached for upcoming) I-D who to invite DAY 2
- c) Prevention Plus Seminars
- d) Webinar
- e) Conference Calls

2. WE MAKE CALLS TOGETHER DAY 2

#### C. WE KEEP CUSTOMERS FOLLOW the follow-up system TOGETHER (Chapter 8)

#### D. WE PUT TOGETHER A TEAM (1 new partner each month)

1. START WITH DREAM TEAM (5.16) Day 2 Homework
  - a) We Practice and make calls together
2. WE TRAIN THEM TO GROW THEIR BUSINESS – TOGETHER!

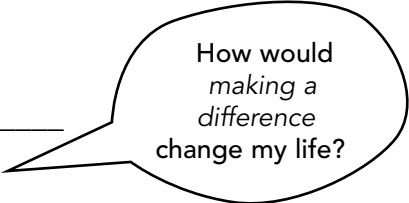
Attachments (in order): 2.4/5.3/ 5.8/ 5.7/ 5.16/ 5.4/ 9.15/8.3

ATTACH UPCOMING Prevention Plus Seminars – online/phone events – VF events

# Goal Setting Worksheet

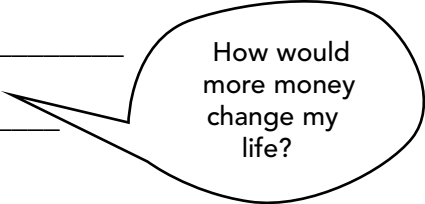
1. What is my purpose for starting a Juice Plus+® business?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



2. When would I like to have that happen?

\_\_\_\_\_



3. What are you willing to do to make that happen?

a. In terms of time? \_\_\_\_\_

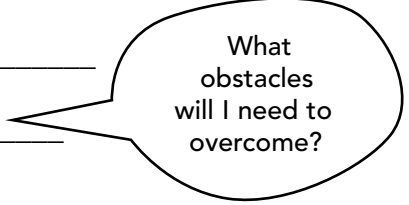


b. Money (towards education, tools, etc.)? \_\_\_\_\_

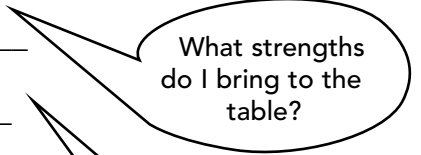


c. Commitment? \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



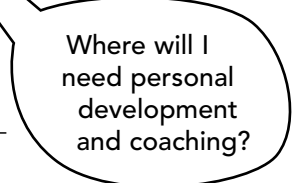
\_\_\_\_\_  
\_\_\_\_\_



4. Where would I like to see my income in 3-5 years? \_\_\_\_\_

5. Based on my answers – what is my WHY for doing this business? \_\_\_\_\_

\_\_\_\_\_



Be sure to share this worksheet with your sponsor and support team so they can support you in your goals.



## Set up Your Online Virtual Office

NSA online offers the ability to place customer orders and sign up new distributors online, provides 24-hour access to your business information, and contains a host of support materials, including all the forms in this manual, sample scripts, past newsletters...the list goes on and on. You can also have an online presence for your customer prospects with your own personalized juiceplus.com website. At this site, your customers can review all the research on Juice Plus+® and, if they choose, place an order online – and you still receive full credit! For additional information, and to sign up, go to [www.nsavirtualoffice.com](http://www.nsavirtualoffice.com); click on **Sign Up** tab on the menu bar, select United States, click on bar that reads **CLICK HERE TO SIGN UP FOR NSA Virtual Office**.

## Order Your Promotional Materials

Promo Plus+ offers a complete line of sales support materials which you can view at [www.nsapromoplus.com](http://www.nsapromoplus.com). However, you will only need a few supplies initially.

### **Suggested Start Up Order (Approximate Cost is \$50)**

1. 20 CDs/DVDs such as *An Easy Solution*, *Whole Truth in 15 Minutes*, *From Here to Longevity*. Choose your favorites or see Chapter 11 for options.
2. One package each of several key product brochures such as Juice Plus+® brochure, *Recipe for Better Health*.
3. One package of pre-printed Juice Plus+® postcards for follow-up with your customers.
4. (Optional) One research kit which includes one reprint of each of the published studies.

Check with your sponsor for further suggestions. You can place a phone order with Promo Plus+ by calling 888-552-8200 or order online at [www.nsapromoplus.com](http://www.nsapromoplus.com).



## DESIGNING YOUR TEAM

Identify five people you admire and respect and would like to spend more time with. Answer the following questions about each: *How do you know them?* (friend, co-worker, etc.) *What do you know about them?* (cancer survivor, mom) *What have you already shared about Juice Plus+®?* If you need more space, a pen and pad works equally well or use the form on page 9.5. Your sponsor will help you with the “next steps.”

|   |  |                  |                           |
|---|--|------------------|---------------------------|
| <p>Who do you know who is...</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Credible and connected</li> <li><input type="checkbox"/> \$ motivated and entrepreneurial</li> <li><input type="checkbox"/> Positive</li> <li><input type="checkbox"/> Cause-oriented</li> <li><input type="checkbox"/> Ready for a change</li> <li><input type="checkbox"/> Likes to help others</li> <li><input type="checkbox"/> Self starter and teachable</li> <li><input type="checkbox"/> Health conscious</li> </ul> |  | <p><b>1.</b></p> | <p><b>Next Steps:</b></p> |
|   |  | <p><b>2.</b></p> | <p><b>Next Steps:</b></p> |
|   | <div style="border: 1px solid black; border-radius: 50%; width: 60px; height: 60px; margin: 0 auto; display: flex; align-items: center; justify-content: center;"> <p><b>NAME</b></p> </div> | <p><b>3.</b></p> | <p><b>Next Steps:</b></p> |
|   |  | <p><b>4.</b></p> | <p><b>Next Steps:</b></p> |
| <p>For each person, include...</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> City/state,</li> <li><input type="checkbox"/> Age</li> <li><input type="checkbox"/> Occupation</li> <li><input type="checkbox"/> Spouse's occupation,</li> <li><input type="checkbox"/> Children's ages</li> <li><input type="checkbox"/> Group affiliations/ circle of influence</li> <li><input type="checkbox"/> What you like, love and/or respect about them</li> </ul>   |  | <p><b>5.</b></p> | <p><b>Next Steps:</b></p> |

# Monthly Event Planner – Month of \_\_\_\_\_

**Your  
Monthly  
Events  
(1 each week)**

*Plan 4 or 5 events  
each month*

| Wellness Presentations |             |
|------------------------|-------------|
| Date _____             | Date _____  |
| Time _____             | Time _____  |
| Place _____            | Place _____ |

| Prevention Plus+ Lectures |                 |
|---------------------------|-----------------|
| Date/Time _____           | Date/Time _____ |
| Place _____               | Place _____     |
| Speaker _____             | Speaker _____   |

| Local Team Trainings |             |
|----------------------|-------------|
| Date _____           | Date _____  |
| Time _____           | Time _____  |
| Place _____          | Place _____ |

| Conference and Three-Way Calls |               |
|--------------------------------|---------------|
| Date _____                     | Date _____    |
| Time _____                     | Time _____    |
| Speaker _____                  | Speaker _____ |

| NSA Conference | NSA Boot Camp |
|----------------|---------------|
| Date _____     | Date _____    |
| Time _____     | Time _____    |
| Place _____    | Place _____   |

## Invitation List

*Include name, phone number, event,  
and results for each person*

|            |  |  |  |  |  |
|------------|--|--|--|--|--|
| Event Type |  |  |  |  |  |
| Date/Time  |  |  |  |  |  |
| Date/Time  |  |  |  |  |  |

| Name | Phone # | List RSVP<br>Result | List RSVP<br>Result | List RSVP<br>Result | List RSVP<br>Result | List RSVP<br>Result |
|------|---------|---------------------|---------------------|---------------------|---------------------|---------------------|
| 1.   |         |                     |                     |                     |                     |                     |
| 2.   |         |                     |                     |                     |                     |                     |
| 3.   |         |                     |                     |                     |                     |                     |
| 4.   |         |                     |                     |                     |                     |                     |
| 5.   |         |                     |                     |                     |                     |                     |
| 6.   |         |                     |                     |                     |                     |                     |
| 7.   |         |                     |                     |                     |                     |                     |
| 8.   |         |                     |                     |                     |                     |                     |
| 9.   |         |                     |                     |                     |                     |                     |
| 10.  |         |                     |                     |                     |                     |                     |
| 11.  |         |                     |                     |                     |                     |                     |
| 12.  |         |                     |                     |                     |                     |                     |
| 13.  |         |                     |                     |                     |                     |                     |
| 14.  |         |                     |                     |                     |                     |                     |
| 15.  |         |                     |                     |                     |                     |                     |
| 16.  |         |                     |                     |                     |                     |                     |
| 17.  |         |                     |                     |                     |                     |                     |
| 18.  |         |                     |                     |                     |                     |                     |
| 19.  |         |                     |                     |                     |                     |                     |
| 20.  |         |                     |                     |                     |                     |                     |

# 2x2x2x2 DAILY METHOD OF OPERATION

For month of \_\_\_\_\_ Week of \_\_\_\_\_

| Name of Contact         |        |        |         |           |          |        |          |
|-------------------------|--------|--------|---------|-----------|----------|--------|----------|
|                         | Sunday | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |
| <b>New Prospects</b>    |        |        |         |           |          |        |          |
|                         |        |        |         |           |          |        |          |
|                         |        |        |         |           |          |        |          |
| <b>Prospect Care</b>    |        |        |         |           |          |        |          |
|                         |        |        |         |           |          |        |          |
|                         |        |        |         |           |          |        |          |
| <b>Customer Care</b>    |        |        |         |           |          |        |          |
|                         |        |        |         |           |          |        |          |
|                         |        |        |         |           |          |        |          |
| <b>Distributor Care</b> |        |        |         |           |          |        |          |
|                         |        |        |         |           |          |        |          |
|                         |        |        |         |           |          |        |          |

| DATE  | Follow-up checklist   | NOTES   |
|---|---|---|
| <b>Prospect Care</b>                                  |   |   |
|   | <b>Call #1.</b> Ready to order? If not, offer: <input type="checkbox"/> more time to listen; <input type="checkbox"/> info; <input type="checkbox"/> three-way call; <input type="checkbox"/> event (PPL or WP)   |   |
|   | <b>Call #2 (if needed).</b> Ready to order? If not, offer: more time to listen; <input type="checkbox"/> info; <input type="checkbox"/> three-way call; <input type="checkbox"/> event (PPL or WP)  |   |
|   | <b>Call #3 (if needed).</b> Ready to order? If no, use take-away script on page 7.7/ <input type="checkbox"/> offer mailing list; <input type="checkbox"/> other: _____   |   |
|   | <b>Place order</b> at <a href="http://www.nsaonline.com">www.nsaonline.com</a> or fax to 901-850-3061 (Include credit card name, number, expiration date and e-mail)  |   |
| <b>New Customer Care</b>                              |   |   |
|   | Send a follow up piece, such as <i>Guide</i> or <i>Recipe for Better Health Brochure</i> with the following handwritten note:<br>"Dear __, Thank you and congratulations for deciding to add more fruits and vegetables to your diet with Juice Plus+®. I'll be staying in touch to help monitor your progress. Best of health,_" <input type="checkbox"/> Consider a gift such as an orange or blue pill box, or Acorn | <i>Suggested Handwritten notes for postcards:</i>   |
|   | Address 4 <b>Follow-up postcards</b> – <input type="checkbox"/> Write in mailing dates where the stamp will go (card #1- 7-10 days later, #2-30 days later, #3- 60 days later, #4- 90 days later). <input type="checkbox"/> File postcards 2, 3, and 4 by month, Jan – Dec. (mail monthly). <input type="checkbox"/> Include card #1 in current week's mailing.   | <b>#1</b> You are going to LOVE Juice Plus+®!<br><b>#2</b> Isn't it great to know, Juice Plus+® is hard at work in your body?<br><b>#3</b> What a gift you are giving your body everyday with Juice Plus+®<br><b>#4</b> I trust you will make Juice Plus+® a permanent part of how you take care of your health. Your next box is set to ship on _____. Call me if you need to adjust it. |
|   | Add customer to <b>database</b> system and <b>email address book</b> (spreadsheet, planner, outlook, palm pilot, etc.)  |   |
|   | File this and order form in your <b>Organizational Binder</b> (see pg. 8.5) by last name – A-Z tabs   |   |
| <b>Continuing Customer Care</b> (NSA WILL REMIND YOU) |   |   |
|   | <b>Virtual Tracking Customer Call #1</b> – After 10 days of signing up: <input type="checkbox"/> received shipment? <input type="checkbox"/> received NSA emails? <input type="checkbox"/> follow-up from me? <input type="checkbox"/> taking ok? <input type="checkbox"/> referrals?   |   |
|   | <b>Virtual Tracking Customer Call #2</b> – After 30 days: <input type="checkbox"/> remembering? <input type="checkbox"/> spouse taking also? (may need more sooner) <input type="checkbox"/> Invite to event (HLP, PPL or listen to 800#, conf call); <input type="checkbox"/> Need another CD/DVD or info on Vineyard/Complete/Thins?  |   |
|   | <b>Virtual Tracking Customer Call #3</b> – After 100 days: <input type="checkbox"/> Ready for 2 <sup>nd</sup> box? <input type="checkbox"/> Reinforce that staying healthy is a lifetime commitment. <input type="checkbox"/> Offer new CD <input type="checkbox"/> Referrals?  |   |
|   | <b>Next Ship Date:</b> ___/___/___ After 2 <sup>nd</sup> box – Send thank you note (JP+ "Stay Well" card) and consider gift (a second CD, pill box, shaker, etc.)   |   |

### Ongoing Follow-up Ideas

- Invite to HLPs or Prevention Plus+ lectures.
- Send newsletters or articles every 8-12 weeks.
  - Send occasional informational e-mails.
- Check Genealogy Report monthly and call before each box is to be re-shipped.
  - Send card on anniversary of Juice Plus+® start date!