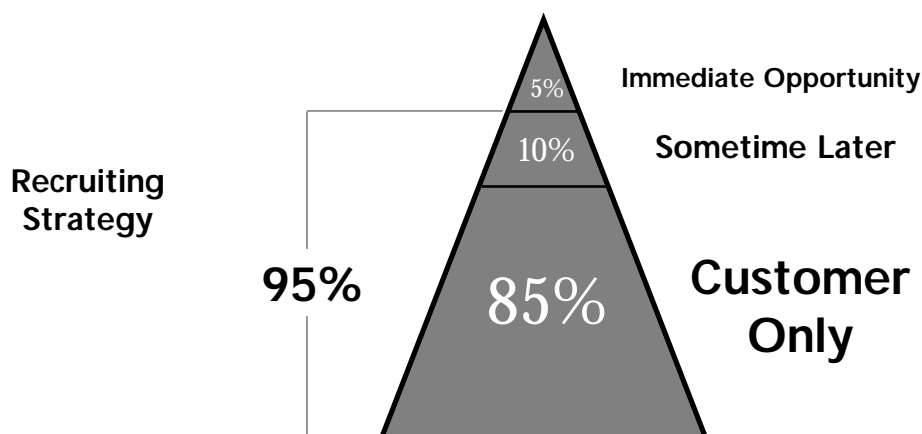


BUILDING A TEAM

Once you have qualified your business, your focus and DMO will shift somewhat. If you want everyone to have the opportunity to hear about Juice Plus+®, you're going to need help! Your capacity to affect the health of large numbers of people is limited by the hours in a day, and the impossible task of building relationships with the masses. But what if, along the way, you inspire others to join you in touching the lives of people they care about? With a team, you can impact hundreds and even thousands.

Building a team is all about discovering like-minded people. One of the best places to start is with your customers. If Juice Plus+® were introduced to 100 people, five percent would be interested in the business right away. These are the people who get so excited when you tell them about Juice Plus+® that they immediately start thinking of family members who should hear about it, or ask if you'll come and speak to a group of their friends. Of the remaining 95 percent of people you talk to, 85 percent will have an interest in the product only. The remaining 10 percent may have future interest in the business based on some experience they have with the product or because of the education they receive from you.



Who Would You Like on Your Team?

The key to building a team is keeping your radar up for those who might have interest. You can use the "Designing Your Team" worksheet on page 5.16, to start thinking about people you admire and respect, people you would enjoy spending more time with. Focus on people who are credible and connected, entrepreneurial, positive, resourceful, health conscious, like to help others, could use some extra money, or who might be looking for a change in their lives.

Moving Customers to Distributors

As you follow up with customers, pay attention to those who ask great questions, are excited about health, and are eager to invite others to learn about Juice Plus+®. Remember, that at least one in ten of your customers is likely to have an interest in the business. Consider your customers who fit these criteria and what "series of educational exposures" might awaken an interest in joining your team. On page 9.5 is a Customer Care Worksheet that may be helpful in this process. Your sponsor and support team will help you to develop an appropriate plan of action based on what you tell them about these individuals.

Educational Exposures to Cultivate Greater Interest

- Share your story and invite them to listen to a Prevention Plus+ CD or DVD.
- Invite them to a Wellness Presentation.
- Invite them to a Prevention Plus+ Event.
- Give them articles emphasizing the importance of fruits and vegetables.
- Invite them to share:
 - a three-way call with a member of your support team with a similar vocational background or a story they can identify with;
 - specially selected voicecom messages.

Sample Script to Approach a Customer with the Business Opportunity.

"I have no idea if you would have interest in sharing your excitement for Juice Plus+® with others, but I know... (how much you love it; OR you've sent me ___ referrals; OR you've mentioned an interest in extra income, etc.) It's my desire that EVERYONE know about Juice Plus+® and I'm always on the lookout for credible and health conscious people who might want to make a difference in this way! I'd love to show how you could create an extra \$200, \$500, or even \$1000 each month working very part-time from home, helping the people you care about get healthy! Would you be open to some information (OR getting together so I can show you what I do)?"

Covering the Cost of Juice Plus+® with the "Family Plan"

Your approach to some customers, particularly when they want to get their entire family on Juice Plus+® and cost is an issue, might be to simply say, *"I know you're excited about Juice Plus+® and want to get your whole family started. You might want to consider our family plan. You register with our company and this allows you to take Juice Plus+® for the lowest possible cost. If you find yourself naturally sharing Juice Plus+® with others, you can create as many customers as you'd like, which helps cover your product costs. You even have the ability to build a business if you want to. Believe it or not, many current National Marketing Directors began the business to cover their own costs!"*

Other Approaches

When a less direct approach seems more comfortable, asking your customers for business "referrals" can open the door for them to ask questions or express interest. Examples:

- My business is expanding. Do you know someone who would like to make an extra \$500 a month part-time?

Tools for Sharing the Business

- www.nsavirtualfranchise.com website
- The NSA Virtual Franchise® brochure
- Three-way call with an experienced member of your support team
- Business CD (Sean and Jennifer Myers or Ron Blue)
- Local Business Training Events

Effectively Presenting NSA to Business Prospects...

"Juice Plus+® is distributed by a company founded in 1970 that is on the cutting edge of preventative healthcare—in fact, they've generated over \$6 billion in sales to date."

- Do you know a health-conscious stay-at-home mom who would like to make an extra \$500 a month working from home?"

Three-Way Calling

Introduce a great customer to your sponsor. Your sponsor might say, *"(Your Name) has been telling me how much you are enjoying your Juice Plus+®. What is it that you love about it?"* After listening to their reply, the sponsor asks, *"Have you ever thought about sharing that great story with other people? Would you be open to some information about our business?"*

When Someone Is Interested

Once you see that someone is interested, it's wise to stop talking and start listening. Find out as much as possible so you'll know what might make the business appealing. You (or preferably your sponsor or support team member) might open by saying:

"I'll tell you more about our company and business in just a minute, but before I do, I'd like to learn a little about your interests. Would that be alright?"

Here are a few sample questions to use. If you're talking by phone, make notes on the Customer Care Worksheet (page 9.5).

- If you could design your perfect job, what would it look like?
- What is important to you in evaluating a business?
- What kind of income are you looking for?
- Are you open to personal growth – stepping out of your comfort zone to achieve your goals (or to make a real contribution)?

Your prospect's answers will help you choose the appropriate tools to share the business (see *list on right of page 9.2*). Once you've shared business information, here are a few questions to help your prospect move to the next step:

- What do you think about what I've shared with you?
- Does this make sense to you?
- Can you see why I'm excited?
- What questions do you have for me?
- Where would you like to go from here?

Team Building 101

The basic game plan for distributors who want to build teams is to:

- Move prospect to customers.

Verbiage for sharing about NSA...

"Juice Plus+® is distributed by an established company that is a giant in the preventive health care industry – in fact, they've done over \$6 billion in sales."

(Also see NSA's corporate profile on page 1.2)



Many success teams offer personal coaching to distributors who are willing to set goals and take the "next steps" in their business. Check with your sponsor for more information.



- Help customers become solidified customers.
- Help solidified customers become distributors.
- Help distributors develop into distributors with goals.

Each step is accomplished through a series of educational exposures as shown with the examples in this chapter.

CUSTOMER CARE WORKSHEET

Moving Customers to Distributors

Each month, identify the customers you really enjoy working with, who seem to *just get Juice Plus+®* and would be a pleasure to have on your team. This worksheet can help you strategize *next steps* with your sponsor to explore their interest. *If more space is preferred, use the Potential Team Member Profile on page 9.6.*

Do you have customers who are...

- ♥ experiencing great results?
- ♥ loving Juice Plus+® and referring business to you?
- ♥ \$ motivated and entrepreneurial?
- ♥ ready for a change?
- ♥ people who like helping people?
- ♥ self starters and teachable?

Your Name

For each person, include important information such as city/state, age, occupation, spouse's occupation, children's ages, group affiliations, circle of influence, why you think they would excel.

1.

Educational Exposures to Date:

Next Steps:

2.

Educational Exposures to Date:

Next Steps:

3.

Educational Exposures to Date:

Next Steps:

4.

Educational Exposures to Date:

Next Steps:

5.

Educational Exposures to Date:

Next Steps:

POTENTIAL TEAM MEMBER PROFILE

Name_____ Age_____ Phone Number(s):_____

City/State/Zip_____ Current Occupation_____

Family Information (spouse/children) _____

Juice Plus+® Experience

Start Date_____

Notes:

- ☐ Experiencing Great Results
- ☐ Referring Customer Prospects
- ☐ Multiple Exposures (CDs/DVDs, Events, etc.)

Characteristics

Are they...

- ☐ Entrepreneurial?
- ☐ Health Conscious?
- ☐ A People Person? High Energy?
- ☐ A Self-Starter?
- ☐ Teachable?
- ☐ Credible? (Comment on Circle of Influence)

Personal

What is the most significant thing about this person that makes you feel they would do well in the Juice Plus+® Business?

Why do you think they will excel?

What is it you really like, love, or admire about this person, and why would you like to work with them every day?

Signing Up a New Distributor

When you have found a new team member, you can assist them with signing up online or, filling out the triplicate form required of all distributors. Instructions for completion are below.

A Sponsor Checklist designed to help you guide your new distributor through their first 60 days in business is available on page 9.16.

As new distributors join your team, continue the education process. Business training events are your most effective tool in helping your team members develop their skills. These events include:

- Bootcamps
- Conferences
- Local/Regional Training Events
- Wellness Presentations

Completing the Distributor Application

For your convenience, all NSA forms are available at www.nsavirtualoffice.com.

Online forms and applications are available in two formats:

- Complete and submit forms online (a paper original will be sent to your new distributor for signature)
- Download and print forms on your personal printer

Whether you use the downloaded version or the official triplicate Distributor Application, here is a sample with instructions:

1. Fill in the new distributor's name and social security number.
2. You don't need to fill in the spouse's name and social security number unless you're signing up a business builder who wants a joint distributorship with his or her spouse (talk to your sponsor about the options).
3. Only complete the dealership name and Federal Tax I.D. # lines if your new distributor is incorporating Juice Plus+® products into an existing business with a Federal Tax ID. (Also: If this person has a reseller's permit for sales tax, they can have products shipped without tax, only if they are intended for resale. To set this up, fax a copy of his/her Sales Tax Permit to 901-850-3066, Attention: Tax Department. Future payment of sales tax to the state becomes his/her responsibility.) Please note: Juice Plus+® is not intended for sale in a retail establishment of any kind.
4. Provide his or her mailing address (preferably home).
5. Complete phone numbers, fax number and e-mail address.
6. Go to the bottom of the form and ask if he/she would like to use a credit card for the \$50 registration fee. If so, indicate the card type and clearly print the card number and expira-

tion date. Leave the signature line blank, but print the cardholder's name (especially if different from the new distributor's name) where indicated.

7. If you're completing the application by phone and can't obtain signatures, tell your new distributor you'll be mailing the application to them. Before mailing, remove your yellow copy and fax the completed form to 901-850-3063. Also write Previously Faxed across the top so NSA knows this distributor is already in the system.
8. When your new distributor receives the application, ask him/her to sign by Distributor Applicant and, if appropriate, by Cardholder's Signature. He/she should then mail the white copy to the company (enclose \$50 check if not paid by charge card) at the address on the top of the application. You could also have him/her return it to you for mailing if it makes you more comfortable. Tell him/her to retain the pink copy along with the attachments for their records and review.

PLEASE TYPE OR PRINT

APPLICANT CONTRACT

NAME

(Last Name) (First Name) (M.I.)

SOCIAL SECURITY NO. --

SPOUSE'S NAME _____
(Last Name) (First Name) (M. I.)

SPOUSE'S SOCIAL SECURITY NO. | | | . | | | . | | | |

DISTRIBUTORSHIP BUSINESS NAME _____
(Required if you give Federal Tax I.D. #)

Federal Tax I.D. # []-[]-[]-[]-[]-[]-[]-[]-[]-[] (Required for reporting purposes if income will be paid to a corporation or business entity.)
(Required if you give business name.)

[illegible]

CITY _____ COUNTY _____ STATE _____ ZIP _____

TELEPHONE: RESIDENCE ()- -
Area

BUSINESS ()- -
Area

CELL: ()-()-
Area

FAX: ()-()-
Area

[illegible]

IF YOU ARE A HEALTH PROFESSIONAL, STATE YOUR SPECIALTY: _____

NAME OF SPONSOR _____ FIN or SS# | | | | | | | | | |

REDIRECT PROGRAM

☐ YES, PLEASE REDIRECT THE STARTER KIT TO FIN _____

APPLICANT ACKNOWLEDGMENT

I hereby acknowledge that I have read this Independent Distributor Application (front and back) and the Rules for Operation of an NSA Distributorship attached hereto and contained in form no. 955312. I agree to abide by the Rules for Operation of an NSA Distributorship as currently published and as amended and updated from time to time in official NSA literature. I agree to indemnify and hold NSA harmless against any claims, costs, damages, losses, liabilities or expenses (including attorneys fees) arising from or connected with, directly or indirectly, any breach of this Agreement or other conduct by me, my agent or employee. I acknowledge that if I breach this contract, NSA shall have the right to terminate my Distributorship and shall be entitled to damages and injunctive relief prohibiting any further violation of this contract.

I further agree to be sponsored by the individual whose signature appears below my signature.

Distributor Applicant _____ Date _____

I certify that I have presented the NSA sales program to the applicant in its entirety without material omission or distortion and that all representations made in the course of recruiting this applicant have complied with the applicable Rules for Operation of an NSA Distributorship. I agree to personally indemnify, defend and hold NSA harmless against any claims, costs, or liabilities, losses, damages and expenses (including attorney's fees) arising from or connected with my breach of this provision.

My Independent Distributor status may be cancelled at any time by giving NSA written notice.

Sponsor _____ Date _____
(Sponsor must acknowledge test form.)

The payment of \$50.00 for my application as an NSA Distributor will be paid as indicated below: (Make check or money order payable to NSA, LLC)

Check ☐ Money Order ☐ Visa ☐ MasterCard ☐ Novus ☐ AmEx ☐

Visa/MasterCard/Novus/AmEx [] [] [] [] [] [] [] [] [] [] [] [] Exp. Date [] [] [] []

Cardholder's Signature _____ Printed _____

Congratulations and welcome to NSA, LLC! We are proud to have you as a member of our team, and wish you the best for your future with our company. Our Home Office Staff stands ready to assist you in a variety of areas should you need it. Our phone number is (901) 850-3000, and our fax number is (901) 850-3063. You may also e-mail us at distsupp@nsai.com, or visit us online at www.nsavirtualoffice.com.

Please note that an Original Copy must be sent to NSA for our files. Before sending this application to us, please be sure you:

- personally sign this contract.
- include your EIN or social security number.



Original Copy - NSA HOME OFFICE
Page 2958309 5/87

Yellow Copy - SPONSORING DISTRIBUTOR'S COPY

Pink Copy - APPLICANT'S COPY
ENSA, Inc. 2007

Sponsor's Quick Reference Guide for Explaining the Marketing/Compensation Plan

There are seven positions in our marketing plan. All positions are achieved exactly the same way – through the activity we do. How quickly you move through the process is up to you since it will be determined by your activity level.

To achieve each of the promotions, you accumulate what is known as Purchase Volume Credit PVC for each of the products you sell and buy. This amount is based on 75% of the wholesale price of each product. Once achieved, all positions are permanent. There are no monthly or yearly volume requirements to maintain your position.

Your income is derived from three areas:

1. **Retail Profit**
2. **Commission**
3. **Bonuses** (Performance Bonus, Promote Out Bonus and Business Incentive Bonus) plus you can qualify for benefits
 - You begin your Juice Plus+® business as a **Distributor**. At that level you earn the first source of income – **retail profit**.
 - At the next position of **Direct Distributor**, you are paid **retail profit, plus you begin earning the second source of income, – a 6% commission**.
 - When you become a **Virtual Franchisee**, in addition to the **retail profit**, you now receive a **14% commission**.
 - NSA offers you a great beginning incentive. By accumulating 2,000 PVC within your first 60 days, you can **Fast Track** to the 14% level of Virtual Franchisee – or you can take the scenic route and accrue 6,000 PVC over any amount of time. Many people are able to fast track within 30 days, but you have a full 60 days to do so. By taking advantage of the fast track option to reach 14%, you are able to give yourself nearly a 60% raise in 60 days or less.
 - Once you reach Virtual Franchisee and you **qualify** your business with **1,000 PVC per business month**, you now begin to collect from the third source of income, with the **Performance Bonus**, an additional **5% on your team members**. This step also qualifies you for company referrals. (NSA refers ALL product inquiries to distributors in the field!)
 - Next is the top commission position of **22%** at the **Sales Coordinator** level. When you are Sales Coordinator and have a total of **3,000 PVC per month** in your business (including your new distributors, and distributors at 6% and 14%), you qualify to receive a second bonus – an additional **4% Promote Out Bonus on team members you promote to Sales Coordinator**.

The company pays a total commission of 22% on every sale. Throughout the process, you are paid the difference between the commission percentage you have achieved and the commission your team members are earning. In other words if you are at the 14% position of Virtual Franchisee and you have a Direct Distributor at 6%, they earn their retail profit and 6% commission. You are paid the 8% difference between the 6% and 14%.

The top three positions of **Senior Sales Coordinator, Qualifying National Marketing**

Director, and **National Marketing Director** are considered the leadership or management positions.

The income increases significantly as your team grows and you are eligible for additional bonuses. At the position of **Senior Sales Coordinator** you begin earning a third bonus: **Business Incentive Bonus (BIB)**, plus the company gives a **Year-end Bonus!** These amounts increase as you reach Qualifying National Marketing Director and then again at the National Marketing Director position.

At the top position of **National Marketing Director**, you also receive a **full benefit package**, which includes health insurance, life insurance, dental, disability, and tuition allowance.

With consistent effort, this business offers great rewards in terms of building relationships, personal growth, and income.

**For further details, see Chapter 16 of the NSA Owner's Manual
or Profit and Incentive Guide (Form #955710).**

Work with the Workers

Some people will join your team and be thrilled when they've covered the cost of their family's product. Others are only interested in making a few hundred dollars a month. Whether team members do a little or a lot, they are valuable to your business. Meet people where they are.

As a sponsor, however, you will want to invest most of your time and effort with team members who are excited about the business and want to jump in to master the skills needed to build a solid customer base and team. Just know, **you find people like this – you don't create them**. As a sponsor, your role is to inspire your team to follow the great example you set, but it's not your job to motivate. Motivation comes from within. When you find someone with motivation, lock arms and help that person succeed.

As your team grows, it is helpful to use the Distributor Care Worksheet on page 9.18. Each month, identify your distributors who are plugging in, moving forward, and willing to take the "next steps" in their businesses. This worksheet will help you strategize and prepare to coach them.

Next Steps for Distributors

- ___ Get first five customers.
- ___ Complete the first half of 10-10-10-10 for VF.
- ___ Complete the second half of 10-10-10-10 to qualify.
- ___ Achieve the Sales Coordinator position.
- ___ Achieve POB qualification (*details in Chapter 16*).
- ___ Achieve Business Partner level (*details in Chapter 16*).
- ___ Achieve Senior Sales Coordinator, QNMD, National Marketing Director (*details in Chapter 16*).

Your New Focus and DMO

After you complete the 10-10-10-10 and qualify your business, you are now in the position to help someone else do what you just did! And since most of your distributors will come from your customer base, it makes good sense to continue adding customers with a focus on those with business interest. Adding five customers a month is a great goal.

However, **IF** you're interested in a level of activity that will help you to build your income quickly, you'll want to know about "**Royal Crown**," our recommended distributor development plan.

The five monthly activities for Royal Crown are:

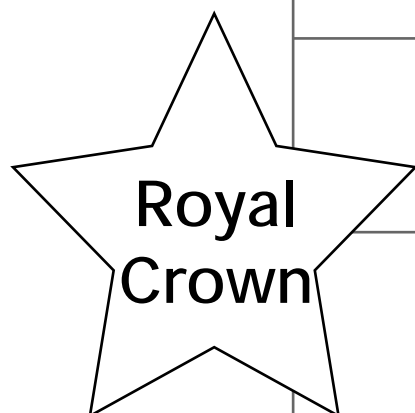
1. Add five new customers.
2. Help one person start the 10-10-10-10 and achieve the 6% Direct Distributor level.
3. Help the person who achieved 6% the previous month to achieve the 14% Virtual Franchise level during the current month.
4. Qualify your business for Performance Bonus (5%) and Promote Out Bonus (4%) (See Chapter 16.)
5. Help those who have achieved the 14% Virtual Franchise level to complete the 10-10-10-10 to qualify their businesses.

Other key activities are creating and building for events, and signing up new voicecom users. Whether your goal is National Marketing Director or just building your paycheck a few hundred dollars a month, Royal Crown activity pays huge dividends. On page 9.13 is a worksheet to help you track Royal Crown activity. On page 9.14 is a diagram, demonstrating how you can affect your very next paycheck with this level of effort. You get to decide how much of a "raise" you earn each month.

"ROYAL CROWN" MONTHLY SCORECARD

If your goal is to increase your income quickly by building a team, this is a great activity plan. It focuses on all the high payoff activities: adding customers, and new distributors, coaching with distributors to VF and teaching them to qualify their businesses. It also includes qualifying your own business for 5% and 4% bonuses, and connecting team members via voicecom.

At the end of each business month, fill in the blanks to chart your progress and where you need to focus to achieve Royal Crown.



Add five new Preferred Customers

1. _____ PVC _____
 2. _____ PVC _____
 3. _____ PVC _____
 4. _____ PVC _____
 5. _____ PVC _____
 New PC PVC _____
 New PC \$ _____

Add one new Direct Distributor 6%

1. _____
 New DD PVC _____
 New DD \$ _____

Previous month's DD at 6% to Virtual Franchise at 14%

1. _____
 New VF PVC _____
 New VF \$ _____

Qualify your Business (X2) PBQ and POBQ

PBQ total _____
 (goal is 1,000 minimum)
 POBQ total _____
 (goal is 3,000 minimum)

Qualifier Name(s)

Add Qualifiers and voicecom Users

2x2x2x2 Activity to Achieve Royal Crown

- Follow up with 2 current prospects
- Connect with 2 of your customers
- Connect with 2 distributors
- Connect with 2 new prospects to share Juice Plus+®

Monthly Installment PVC

Juice Plus+® Orchard/
 Garden blends . . . 25.31
 Gummies 13.13
 Chewables 13.13
 Vineyard 15.00
 Complete 15.75
 Thins 15.00

Total New Dollars for the Month

\$ _____
 (= New PC \$ + New DD \$ + New VF \$)

Impact of Royal Crown Activity in Just One Month

For A Virtual Franchisee (14% commission)			For A Sales Coordinator (22% commission)		
Activity	PVC	\$\$\$ Amount	Activity	PVC	\$\$\$ Amount
Add 5 new Preferred Customers (Orchard and Garden)	126	5 PCs X 25 installment PVC each = 126 PVC X 14% = \$17.70 commissions + 5PCs x \$21 retail profit each = \$105 Retail Sales Profit TOTAL \$122.70	Add 5 new Preferred Customers (Orchard and Garden)	126	5 PCs X 25 installment PVC each = 126 PVC X 22% = \$27.72 commissions + 5PCs x \$21 retail profit each = \$105 Retail Sales Profit TOTAL \$132.72
Start one person with 10-10-10-10 to Direct Dist.	252	10 PCs x 25 installments each = 252 PVC x 14% = \$35.28	Start one person with 10-10-10-10 to Direct Dist.	252	252 PVC x 22% = \$55.44
Promote last month's DD to VF (with month 2 of 10-10-10-10)	252	14% - 6% = 8% + 5% (Bonus) = 13% X 252 PVC = \$32.76	Promote last month's DD to VF (with month 2 of 10-10-10-10)	252	22% - 6% = 16% + 5% (Bonus) = 21% X 252 PVC = \$52.92
TOTAL	630	\$190.74 increase in your check	TOTAL	630	\$241.08 increase in your check

Use the 2x2x2x2 Plan**

The recommended daily activity to achieve Royal Crown is:

- Contact 2 new prospects;
- Follow up with 2 current prospects;
- Connect with 2 of your customers;
- Connect with 2 of your distributors;

and, remember to check Voicecom and e-mail.

A 2x2x2x2 Daily Method of Operations Worksheet is available on page 9.15.

**Choose an activity plan that works best for you. The important concepts are to be consistent and give attention to all areas of your business.

2x2x2x2
DAILY METHOD OF OPERATION

For the Month of _____ Week of _____

Name of Contact							
	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
New Prospects							
Prospect Care							
Customer Care							
Distributor Care							

SPONSOR CHECKLIST

New Team Member's First 60 Days

Distributor Name _____
 Phone #(s) _____ FIN# _____
 Distributor Application Date _____ 60-Day Fast Track Deadline _____
 Date of VF Promotion _____

(This checklist is provided as a logical sequence of training events and may take two or more months to complete.)

Level Completed (date)

Part 1 _____ **Present new distributor with NSA's starter kit including training manual.**

_____ Preview how to use the manual, share **Team** information in Chapter 1.

_____ Introduce and assign chapters 1 through 5.

_____ Explore their **why** using the goal setting worksheet from Chapter 2 (*take notes below*)

_____ Read through **Chapter 3** together. Review **PVC** and **10-10-10-10** concepts.

_____ Teach how to share **CDs/DVDs** by helping new distributor learn to share their **story** (*see Chapter 4*). Discuss follow-up and offer three-way calls, especially for long-distance contacts.

_____ Review your recommendation of key forms in Chapters 3/5 to **IDENTIFY AND INVITE** such as: **First 5** worksheet, **A-B-C**, **Memory Jogger** (*for initial tracking of resources they will be sharing*), **Monthly Event Planner**, **Designing a Team** worksheet, **Customer** order form and **Qualifier's Tracking Sheet**.

_____ Assist new distributor as needed in completing distributor application, signing up for **Voicecom** and **NSA Virtual Office**, switching personal Juice Plus+® order to own ID #.

_____ Guide them in placing their first **Promo Plus+ order**.

_____ Schedule dates for two to three **Wellness Presentations**:
 #1 _____ #2 _____ #3 _____

_____ Training calls and/or other assignments _____

With Each Contact...

- Assess and strengthen four beliefs
- Review progress with identifying, inviting, and involving prospects.
- Have them practice "stories;" help refine
- Teach and reinforce success habits of:
 1. Planning
 2. Building relationships
 3. Personal growth/ leadership development
- Encourage/congratulate
- Invite to events
- Set next appointment

Notes on "Why:"

Product Story Notes:

Business Story Notes:

Other:

Sponsor Checklist (Continued from page 9.16.)
--

- Part 2** _____ Confirm WP dates and review how to properly invite on pages 7.1-7.2
- _____ Review progress on **Getting Started Checklist** (end of Chapter 5)
- _____ Discuss **Designing a Team** concepts/worksheet /strategies for prospects
- _____ Review the **DMO** for qualifying on page 6.2
- _____ Discuss prospect and customer follow up and do **three-way calls** as needed
- _____ Continue to help them refine their stories.
- _____ Review concepts/use of **Connection Record** (*goals are relationship building and education*).
- _____ Training calls and/or other assignments_____

- Part 3** _____ Discuss preferred method of organization [electronic or three-ring binder for **Organizational Workbook** with 8 tabs].
- _____ Introduce **Royal Crown** concept and **Scorecard; 2x2x2x2 as DMO**
- _____ Confirm PVC points (after 30 days) for **Direct Distributor** and submit **Promotion** sheet (*online or by fax*)
- _____ Training calls and/or other assignments_____

- Part 4** _____ Continue to call and support new distributor; confirm completion of Chapters 1-9, Getting Started Checklist (Chapter 5) and progress on **Qualifying Checklist** (Chapters 6-8)
- _____ Offer tools to strengthen the four beliefs (from Chapter 2)
- _____ Confirm PVC points for **VF** and submit **Promotion** sheet (online/fax)
- _____ Review **Customer Care** worksheet
- _____ Review progress on **Team Building Checklist** on page 9.21
- _____ Other assignments/next steps:_____

With Each Contact...

- Assess and strengthen four beliefs
- Review progress with identifying, inviting, and involving prospects.
- Have them practice "stories;" help refine
- Teach and reinforce success habits of:
 1. Planning
 2. Building relationships
 3. Personal growth/ leadership development
- Encourage/congratulate
- Invite to events
- Set next appointment

Notes on "Why:"

Product Story Notes:

Business Story Notes:

Other:

DISTRIBUTOR CARE WORKSHEET

Moving Distributors to Distributors with Goals

Each month, identify your distributors who are plugging in, and willing to take the next steps. Invest time to help them succeed. This worksheet can help you strategize and prepare to coach *next* steps.

Your Name

1.

Progress to Date:

Next Steps:

2.

Progress to Date:

Next Steps:

3.

Progress to Date:

Next Steps:

4.

Progress to Date:

Next Steps:

5.

Progress to Date:

Next Steps:

Promotions

Each month, you will need to notify NSA of distributors who are being promoted to a new position with the **Report of New Promotions**, form #955322. The NSA business month goes from the 16th of one month to the 15th of the following month. Promotions need to be submitted by the 15th, unless the 15th falls on a weekend. In this case the following Monday becomes the due date for this report.

Forms can also be mailed to NSA Distributor Support, 140 Crescent Drive, Collierville, TN 38017. They can also be completed in your Virtual Office at www.nsavirtualoffice.com or faxed to NSA at 901-850-3063. If forms are faxed, follow up by mailing an original to NSA.

The form itself can be obtained at www.nsavirtualoffice.com, under Forms and Applications. The appropriate box for the new title should be marked. If the promotion is to Sales Coordinator, list the three distributors (on separate lines) along with their Franchise Identification Numbers (FINs) who support the promotion.

The *qualifying month* is the month the volume and/or structure requirements were met. The effective month is the next business month following qualifying month.

The form must be signed by the distributor receiving the promotion along with their sponsor. Please include FIN numbers for both the sponsor and the distributor receiving the promotion.

See sample on page 9.20.

Enjoy the Journey

For those who want to build a significant business, the game plan is pretty straight forward. Complete the 10-10-10-10 program and teach others to do the same! As you move forward, you'll discover a great deal about what really matters to you in life. And as you gain experience, you'll become increasingly effective at communicating these things with others. Not everyone will understand your excitement for fruits and vegetables and health. There are times you will want to hear encouraging words from those who do. Call your sponsor, your support team members, and sideline team members. **Remember, you are in business for yourself, but not by yourself.** Revisit the section on Success Ingredients in Chapter 2 as often as you need to. Keep your written goals and your *why* in plain view. Work on YOU as much as you work on your business, and you will succeed, both financially – and in life! Most of all, know that what you do each day matters a great deal – **YOU ARE MAKING A DIFFERENCE!**



Report of New Promotion

I certify that I have completed the necessary Purchase Volume Credit (PVC) and structure requirement (when required) that is needed to be promoted to the following position: (Please ☒ one)

Fast Track

- ☐ 1. Direct Distributor (DD) – \$500 in promo PVC your first 30 days
* 8% Commission
- ☐ 2. Virtual Franchisee (VF) – \$1,000 in promo PVC your first 60 days
* 14% Commission and 5% Performance Bonus

Cumulative

- ☐ 3. Direct Distributor (DD) – \$1,000 in promo PVC overtime
* 8% Commission
- ☐ 4. Virtual Franchisee (VF) – \$6,000 in promo PVC overtime
* 14% Commission and 5% Performance Bonus
- ☐ 5. Sales Coordinator (SC) – Cumulative of \$12,000 PVC with 3 DD legs overtime
* 22% Commission and 5% Performance Bonus and 4% Promote Out Bonus
- ☐ 6. Senior Sales Coordinator (SSC) – After qualifying for SC, over the next 3 months or any 3 consecutive months, do \$28,000 in personal and pipeline PVC and have 3 VF legs by the end of your 3 qualifying months. (You must also have 2 DD legs of your 3 qualifying months)

	Name	SS# or RH
1	_____	_____
2	_____	_____
3	_____	_____

(3 DD legs required for SC)
(3 VF legs required for SSC)

Sales Order Number

Note: This promotion becomes effective the next pay period.

Personal PVC Sales Verification. I hereby represent and certify that I have sold or personally used at least 70% of all NSA products purchased by me prior to this date, including the products represented by the purchase volume credited to me on this report.

For completed forms to: 901-850-3038

_____ Qualifying Month	_____ Effective Month
_____ New Qualifier (please print)	_____ SS# or RH
_____ Sponsor (please print)	_____ SS# or RH

Date

* See P&I - Form #57710
* Administrative Service Fee
\$5.00 monthly for DD, VF & VF
\$10.00 monthly for SC & above



Form 11/09

Team Building Checklist (Chapter 9)

Next Action Steps (Covered in Training Call 6)

1. Continue to identify customers you would love to work with and write out the relevant details to discuss with your sponsor. Discuss next steps. (Can use Designing Your Team Worksheet, Customer Care Worksheet, or Potential Team Member Profile, pages 5.16, 9.5, and 9.6, respectively)
2. **Equip yourself with a variety of educational exposures to have with you at all times** (several CDs/DVDs, event flyers, copies of articles, list of 800 calls, etc.)
3. Ask your sponsor for coaching, as needed, regarding the use with your new team members of the Sponsor Checklist on page 9.16.

Check off the skills you have mastered:

1. I can fill out a Distributor Application with a new distributor.
2. I feel comfortable with my product and business stories and am sharing them at every opportunity!
3. I am setting follow-up appointments (day and time) within 72 hours of sharing information with prospects.
4. I understand the importance of customer care and have organized my follow-up efforts. I am planting seeds for the business when I identify customers who are excited about Juice Plus+®.
5. I am prepared to teach someone how to use the 10-10-10-10 to achieve 6%, 14%, qualify his/her business, and to duplicate this effort with others.
6. I have completed a three-way call with my sponsor (or support team member) to share the business with a prospect.
7. I am prepared to help facilitate a Wellness Presentation for a new team member:
 - I can download flyers from www.nsavirtualoffice.com.
 - I have necessary supplies on hand.
 - I have practiced suggested presentation outline (Option 2).
8. I can promote distributors by fax or online.

Next Education Steps

Read Chapters 15-16

1. Chapter 15 outlines the Professional Support Program that NSA offers for busy professionals.
2. Chapter 16 provides a full explanation of Distributor Earnings, along with suggested goal steps to accomplish each position.

BUILDING A TEAM

Identifying Raving Fans

The NS Virtual Office allows you to search your customer base – helping you identify those “raving fans”. From finding customers who are taking multiple products, to those who have several family members in their household taking Juice Plus+®.

Identify “Raving Fans”

- My Customers > Customer Search and Follow-up
- Click on Advanced Search
- Select Criteria > Run Report

Educational Exposures

A series of educational exposures is important in creating greater interest in Juice Plus+® – which is important in generating interest in joining your team.

Invite them to a Wellness Presentation – The Virtual Office contains everything you need to assist you in hosting your very own Wellness Presentation.

- Training > Presentations

Invite them to a Prevention Plus+ Event – The Virtual Office makes it easy to find events that are taking place near your customers.

- Event > Events Schedule
- Select Search Criteria > Continue
- Click View Detail
- Save to Calendar or e-mail event details

Tracking Educational Exposures will help you identify those customers who are only showing an interest in the product, business opportunity, or both. The Virtual Office Address Book makes tracking these exposures easy.

Tracking Exposures

- Personal File > Address Book
- Search > Customers (only show customers – drop down menu)
- Click icon for Edit or View Contact Details
- Type in Reference Note > Save Reference Note
- Click Save or Save and Schedule a Follow-up
(Follow-ups scheduled from your Address Book will appear on your calendar as either Tasks or Appointments)

Signing Up New Distributors

The Virtual Office makes signing up a new distributor even easier.

Sign up a new distributor

- My Team Data > Add New Distributor
- Complete Personal Information
- Complete Sponsor Information
- Check Appropriate Starter Kit Box
- Check “Accept” Boxes
- Complete Payment Type
- Click Submit

(Let your new distributor know that a hard copy of a Distributor Application will be mailed to them and should be returned promptly).

Work with the Workers

The Virtual Office makes identifying those in your organization who are building a business even easier.

On your Home Page, there is an Alert section that helps you identify the “movers and shakers” in your organization. These alerts are automatically sent to you from NS, making building a team easier than ever.

Team Members who are Close to Promotion

- Home Page
- My Alerts
- Click on Alert: You have X team members who are close to promotion
- Report Generated
- Sort Columns by “Required Volume” to easily identify those who are closest to qualifying for promotion
- Click on FIN for details

Team Members who are Close to Qualifying for Performance Bonus (PB)

- Home Page
- My Alerts
- Click on Alert: You have X team members who are close to qualifying for PB
- Report Generated
- PB Volume Deficient Column
- Click on FIN for details

Team Members who have 5 or more new Preferred Customers

- Home Page
- My Alerts
- Click on Alert: You have X team members who have 5 or more PC's
- Report Generated
- Promotions

Helping team members achieve the next position, promoting them, and then congratulating them is an important element in building an organization.

Team Members who have qualified for promotion

- Home Page > Alerts
- Click on Alert: You have X team members who have qualified for promotion
- Report Generated
- PB Volume Deficient Column
- Click on FIN for details

Promote a Team Member

- My Team Data > Promote a Distributor
- Complete Required Information
- Submit

The Virtual Office offers an array of e-cards, making it easy to congratulate team members on their promotion. Remember, that e-cards should be considered an additional exposure – and is not intended to replace personal contact.

Send a Congratulations E-Card to a Promoted Team Member

- My Personal File > E-Cards
- Select E-Card (variety of e-cards, depending on title)
- Personalize > Next
- Preview E-Card > Next
- Select E-Mail addresses > Send E-Card

Virtual Office Reports

A variety of reports are also available on the Virtual Office, located in My Team Data. They make it easy to identify those team members who are working the business.

Reports include:

- Close to Fast Track
- Close to Title
- Close to Promotion
- Club Qualifiers
- Close to Bonus Qualification This Month
- Bonus Qualifiers Previous Month
- Top Earners
- Top Personal PVC
- Top Team with New PC's
- New Distributor Growth
- Top Sponsors
- Search My Team
- Voicecom Analysis
- Customer Analysis

Additional Report Information

Each report contains a “Help” icon, with helpful information on the purpose, default criteria, and action to be taken for the report.

Report Help

- My Team Data > Any Report (see above list)
- Click Help Icon (next to Report Name)

The Virtual Office has set-up each report with default criteria – but also allows you to customize the output.

Customize Output Information on Report

- My Team Data > Any Report (see above list)
- Click Format (bottom of Report Page)
- Select Items to View on Your Report
- Click Return to Next Step
- Select Criteria
- Run Report

If you run reports on a regular basis, with the same criteria selected, the Virtual Office makes it easy to “save” this report.

Save Report

- My Team Data > Any Report
- Customize Format (see above)
- Customize Criteria
- Save Report
- Saved Reports are saved to:
- My Team Data > Manage My Team > Reports

My Team Overview

The Virtual Office makes it easier than ever to see an overview of your business – and of those in your organization. Comparing Month to Month, Year to Year, Graphical Views, and a view of your organization from a “birds eye” view.

My Business At-A-Glance

- My Team Data > Manage My Team
- My Business at-a-glance
- My Current Month vs. My Previous Month

Year-to-date Graphs

- My Team Data > Manage My Team
- Year-to-date Graphs
- My New Distributors
- Earnings Amount
- My Team's New Customers
- Total Payline PVC

Organizational Chart

- My Team Data > Team Development
- Organizational Chart
- Select Criteria > Show Report
- Make Top – to see this Team Member's organizational chart
- View Detail – to see this Team Member's *Manage My Team* page