

The NSA Promise

Chapter 1 – NSA, the Maker of Juice Plus+®

Corporate Profile	1.1
The NSA Virtual Franchise®	1.3
Corporate Directory	1.7
Corporate Voicecom Directory	1.8
Your Support Team Directory	1.9

Chapter 2 – Success Ingredients

Put Others First	2.1
Be Teachable	2.1
Be Willing to Work	2.1
Understand the Potential	2.1
Believe in What You're Doing	2.2
Dare to Dream and Expect to Succeed	2.3
Goal Setting Worksheet	2.4

Chapter 3 – Creating Income

Three Ways to Create Income	3.1
Fast Tracking	3.2
10-10-10-10 Program	3.3
1-10-1 Program	3.3
Qualify Your Business	3.3
Next Steps to Success	3.6

Chapter 4 – Sharing Your Story

How to Make Your Story Work for You	4.1
Product Story Worksheet	4.3
Business Story Worksheet	4.5
The Power of Good Questions	4.6

Chapter 5 – Getting Started

Creating a Healthier World Around You Worksheet	5.1
Memory Jogger	5.3
Monthly Event Planner	5.4
Voicecom	5.5
NSA Virtual Office™	5.8
Placing Orders	5.9
Training Calls	5.10
Tracking to Virtual Franchisee Form	5.12
Tracking to Qualify Form	5.13
Designing a Team	5.14
Getting Started Check List	5.16

Chapter 6 – Building a Customer Base

How to Build a Customer Base	6.1
Daily Method of Operation (DMO)	6.2
Questions and Answers	6.7
Employ Your Support Team	6.9
Events	6.10
Expand Your Warm Market	6.12

Chapter 7 – Wellness Presentations

Planning and Inviting	7.1
Preparing for the Presentation	7.2
Follow-up After Wellness Presentation	7.7

Chapter 8 – Customer Care

Tracking Your Connections	8.1
Connection Record Form	8.2
Organize Your Follow-up Efforts and Business	8.5
NSA Virtual Tracking 100 Day “Personal Touch” Customer Care Plan	8.6
Three Telephone Calls from You	8.12
Post Card Follow-up Program	8.13

Chapter 9 – Building a Team

Who Would You Like on Your Team	9.1
Moving Customers to Distributors	9.1
Customer Care Worksheet	9.5
Potential Team Member Profile	9.6
Signing Up a New Distributor	9.7
Royal Crown Monthly Score Card	9.13
2x2x2x2	9.15
Sponsor Check List	9.16
Distributor Care Worksheet	9.18
Report of New Promotion Form	9.20
Team Building Check List	9.21

Chapter 10 – Tools of the Business

Internet Support Program	10.1
Partner Program	10.4
Prevention Plus+ Health Education Conference Call	10.4
Voicecom	10.5
Prevention Plus+ Hotline	10.5
Promo Plus+	10.5
Leadership Conferences	10.6
NSA Virtual Banking	10.7
Virtual Banking Enrollment Form	10.8

Chapter 11 – Juice Plus+® CDs and DVDs

Leading with Juice Plus+®	11.1
Tips for Choosing the Right CD/DVD	11.2
Biographical Profiles.	11.3

Chapter 12 – Juice Plus+® Products

Juice Plus+®	12.1
Juice Plus+® Orchard and Garden Blend Capsules.	12.4
Juice Plus+ Vineyard Blend® Capsules	12.5
Juice Plus+® Chewables.	12.6
JP+ Gummies®.	12.7
Juice Plus+ Complete®	12.8
Juice Plus+ Thins®	12.9
Most Commonly Asked Questions about Juice Plus+® Products	12.10
Juice Plus+® Preferred Customer Price Sheet	12.15
Product Price List	12.16

Chapter 13 – Juice Plus+® Research

Juice Plus+® Clinical Studies	13.1
Clinical Research Citations.	13.2
Research Summary.	13.5

Chapter 14 – Juice Plus+® Children's Health Study

Juice Plus+® Children's Health Study.	14.1
Working the Program.	14.1
Advisory Committee	14.3
Member Agreement.	14.5

Chapter 15 – Professional Support Program

A Virtual Business for the Busy Professional	15.1
Wellness Coordinator.	15.3
Participant Agreement	15.5
Wellness Coordinator Agreement	15.6

Chapter 16 – Distributor Earnings

Earnings at a Glance	16.1
Three Ways to Earn	16.2
NMD Benefit Package	16.4
Qualifying for Promotions	16.4
Quick Reference Guide to Chapter 16	16.8