# CREATING A HEALTHIER WORLD AROUND YOU IS AS EASY AS A-B-C

People you know – your *warm market* – will give you lots of practice in building your skills and are key to the successful launch of your new enterprise… easy as A-B-C!

| A | B | C |
|---|---|---|
| Ask people if they have heard about Juice Plus+® | Be generous and ask if they would like to learn more about the benefits of Juice Plus+® | Consistently follow up and ask if they are ready to start getting healthier with Juice Plus+® |
| Share your story with enthusiasm. *(Refer to Chapter 4)* | Share a CD or DVD. *(Refer to Chapter 11)* | Complete and place their Juice Plus+® order. *(Refer to pages 5.9-5.11)* |

**YOU FIRST BECOME A Juice Plus+® PREFERRED CUSTOMER**

**FAMILY and RELATIVES**
*Father, mother, father- and mother-in-law, children, brothers, sisters, uncles, aunts, nieces, nephews, cousins, etc.*

1._____
2._____
3._____
4._____
5._____

**NEIGHBORS, FRIENDS, CO-WORKERS**
*Including those of spouse and/or other family members*

1._____
2._____
3._____
4._____
5._____

**GROUPS and AFFILIATIONS**
*Church, Rotary, Kiwanis, political clubs, professional organizations, etc.*

1._____
2._____
3._____
4._____
5._____

**PEOPLE YOU DO BUSINESS WITH**
*Doctor, lawyer, barber, merchant, grocer, dry cleaner, insurance or real estate*

1._____
2._____
3._____
4._____
5._____

**PAST ASSOCIATES**
*Schoolmates, job associates, people in your former town, neighbors who have moved, etc.*

1._____
2._____
3._____
4._____
5._____

*If you need more room, you can create a MEMORY JOGGER (page 5.3) for each of these groups. You may also want a separate "local" list and "long-distance" list since your approach will likely be different*