Print Form

# Sponsor's Call Outline for New Distributors

Name _____

Sponsor _____

Phone/email: _____

| Coaching Call: | Rebroadcast Training Calls: NSA Online or 212-990-7090 | Worksheets: | Notes: |
|---|---|---|---|
| **Call 1** Chapters 1-4 | ☐ 1: **Orientation to the Virtual Franchise** *Deana Christofferson & Sharron Rankin*<br>☐ 2: **Sharing Your Story** *Carol Ranoa* | ☐ **Goal Setting Worksheet (2.4)**<br>☐ **Product Story (4.3)**<br>☐ Easy as A-B-C sheet (5.2)<br>☐ **Memory Jogger (5.3)**<br>☐ Fill in Monthly Event Planner (5.4)<br>☐ Qualifier's Tracking Form (5.12, 5.13)<br>▪Explain 10x10x10x10<br>☐ Connection Record Form (8.2, 8.3)<br>☐ Set date for Wellness Presentations (Call 4)<br>☐ Review Placing Product Order (5.11) & online option | |
| **Call 2** Chapters 5-6 | ☐ 3: **Building Your Juice Plus+® Customer Base** *Cynthia Gompers & Jennifer Myers* | ☐ **Review Qualifier's Tracking Form progress**<br>☐ **Business story (4.5)**<br>☐ Next Step Connections (Schedule 3-Ways)<br>☐ Review Business Building Tools:<br>DMO (6.2)<br>Virtual Office (5.8)<br>Voice-Com (5.5)<br>Promo Plus (5.8) | |
| **Call 3** Chapter 7 | ☐ 4: **Wellness Presentations** *Julie Herbst & Kathrine Lee* | ☐ **Review Qualifier's Tracking Form progress**<br>☐ **Review Next Step Connections**<br>☐ Designing Your Team (5.15)<br>☐ Confirm completion of Chapter 5 Checklist (5.16) | |
| **Call 4** Chapter 8 | ☐ 5: **Organizing Your Customer Care** *Joy Kelly & Dawn Rathmann* | ☐ **Review Qualifier's Tracking Form**<br>☐ **Review Next Step Connections**<br>☐ Royal Crown Scorecard (9.13) and 2x2<br>☐ Organizational Workbook (8.5)<br>☐ Confirm completion of Chapter 8 Checklist (8.10) | |
| **Call 5** Chapter 9 | ☐ 6: **Building a Team** *Lynora Bayless & Chris Drobes* | ☐ **Review Qualifier's Tracking Form & Next Step Connections**<br>☐ Answer remaining getting started questions<br>☐ Check Team Building Checklist (9.21)<br>☐ Bring upline guest to the call to:<br>▪Share their story, vision & team support<br>▪Encourage their 'Why'<br>▪Build for events & next steps | |