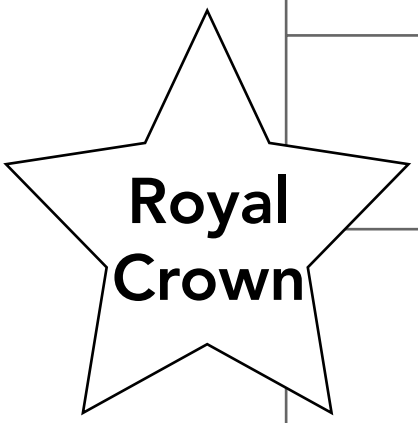
"ROYAL CROWN" MONTHLY SCORECARD

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 Voice-Com.

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 Voice-Com 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 . . 24.38
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)

Activity	PVC	$$$ Amount
Add 5 new Preferred Customers (Orchard and Garden)	125	5 PCs X 25 installment PVC each = 125 PVC X 14% = $17.50 commissions + 5PCs x $20 retail profit each = $100 Retail Sales Profit TOTAL $117.50
Start one person with 10-10-10-10 to Direct Dist.	250	10 PCs x 25 installments each = 250 PVC x 14% = $35.00
Promote last month's DD to VF (with month 2 of 10-10-10-10)	250	14% - 6% = 8% + 5% (Bonus) = 13% X 250 PVC = $32.50
TOTAL	625	$185.00 increase in your check

For A Sales Coordinator
(22% commission)

Activity	PVC	$$$ Amount
Add 5 new Preferred Customers (Orchard and Garden)	125	5 PCs X 25 installment PVC each = 125 PVC X 22% = $27.50 commissions + 5PCs x $20 retail profit each = $100 Retail Sales Profit TOTAL $127.50
Start one person with 10-10-10-10 to Direct Dist.	250	250 PVC x 22% = $55.00
Promote last month's DD to VF (with month 2 of 10-10-10-10)	250	22% - 6% = 16% + 5% (Bonus) = 21% X 250 PVC = $52.50
TOTAL	625	$235.00 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 Voice-Com 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.