Building A Customer Base Checklist

Chapters 6, 7, and 8 covered on Part 2 of training call 3 and on calls 4 and 5.

Next Action Steps

- ❑ Establish a goal for completion of 10-10-10-10 (to qualify) by_____.
- ❑ Commit to a DMO of passing out ____ CDs/DVDs per week and hosting ___Wellness Presentations per month until your business is qualified.
- ❑ Begin prospect follow-up with the help of sponsor and support team via three-ways.
- ❑ Contact several members of your support team (by phone, e-mail, Voice-Com, etc.) to introduce yourself, hear their stories, and schedule three-way calls.
- ❑ Host Wellness Presentation(s) and complete follow-up with guests and those who didn't attend.
- ❑ Study the presentation outline for Wellness Presentations – Option 2 *(from Chapter 7 or scripts at www.nsavirtualoffice.com)* and take an active role at one of your upcoming WPs.
- ❑ Begin customer follow-up (phone calls, postcards, etc.).
- ❑ Determine which tracking forms you prefer using and begin downloading what you will need from www.nsavirtualoffice.com.
- ❑ Set up business organization for prospect, customer, and distributor care in an Organizational Notebook or using your preferred system.

Next Education Steps

Read Chapters 9-14. Start with Chapters 10 and 11; then proceed with 9, 12, 13, and 14.

- ❑ Chapter 9 for team-building strategies
- ❑ Chapter 10 for further exploration of website capabilities and other tools of the business
- ❑ Chapter 11 to familiarize yourself with the audio and visual tools
- ❑ Chapter 12 to increase your product knowledge
- ❑ Chapter 13 to understand the science behind Juice Plus+®
- ❑ Chapter 14 to get more information on the Juice Plus+ Children's Research Foundation®