Team Building Checklist (Chapter 9)

Next Action Steps (Covered in Training Call 6)

1. Continue to identify customers you would love to work with and write out the relevant details to discuss with your sponsor. Discuss next steps. (Can use Designing a Team Worksheet or Customer Care Worksheet, pages 5.15 and 9.5, respectively)

2. **Equip yourself with a variety of educational exposures to have with you at all times (several** CDs/DVDs, event flyers, copies of articles, list of 800 calls, etc.)

3. Ask your sponsor for coaching, as needed, regarding the use with your new team members of the Sponsor Checklist on page 9.14.

Check off the skills you have mastered:

1. I can fill out a Distributor Application with a new distributor.

2. I feel comfortable with my product and business stories and am sharing them at every opportunity!

3. I am setting follow-up appointments (day and time) within 72 hours of sharing information with prospects.

4. I understand the importance of customer care and have organized my follow-up efforts. I am planting seeds for the business when I identify customers who are excited about Juice Plus+®.

5. I am prepared to teach someone how to use the 10-10-10-10 to achieve 6%, 14%, qualify his/her business, and to duplicate this effort with others.

6. I have completed a three-way call with my sponsor (or support team member) to share the business with a prospect.
   - I am prepared to help facilitate a Wellness Presentation for a new team member:
   - I can download flyers from www.nsaonline.com.
   - I have necessary supplies on hand.
   - I have practiced suggested presentation outline (Option 2).

7. I can promote distributors by fax or online.

Next Education Steps

Read Chapters 15-16

1. Chapter 15 outlines the Professional Support Program that NSA offers for busy professionals.

2. Chapter 16 provides a full explanation of Distributor Earnings, along with suggested goal steps to accomplish each position.