
INVITING TO THE TEAM

ALWAYS BE READY TO PLANT A SEED FOR THE BUSINESS:

Experience - I am having a great experience with _____ (Juice Plus+, this community, the education etc.)

Share - I naturally started sharing my experience with others

Join - I decided to join the mission of this wonderful company. Not only am I helping people but _____.

APPROACHES:

Dream Team Friend to Partner

- You know I think the world of you and I love spending time with you! I don't know if you could get excited like me but I would love to share with you what I'm doing and see if you could get excited too.
- I have no idea if this is something you would be interested in or not, but I would love to share with you something that is helping our family. We found an easy way to flood our bodies with fruits and vegetables everyday and we are loving it! I'm already sharing this with others and I'm wondering if you would be open to learning more about this. We could create extra income from home and ____ (i.e. stay home with kids, save for vacation, retire early)

Prospect to Partner

- **If you like and admire them:** I love having you as a _____ (friend, my son's teacher, my personal trainer etc.) and I don't know if you'd be interested but I love what I do and I'd love to share more with you. Maybe this could be a good fit for you or a blessing to you and your family.

Prospect Who Sees Value in Juice Plus+ Before They Are a Customer

- I know Juice Plus+ makes sense to you and you may find yourself wanting to share this information with others. That's what happened with me. I'd love to tell you about the mission of this wonderful company if you have a few minutes. Maybe this could be a good fit for you.
- You're buying so much JP+, I wanted to share with you how you could offset the cost of your product.

Raving Fan Customer to Partner

- You're already sharing your experience with Juice Plus+ or you're probably wanting to share your experience with others. I'd love to share with you how you could generate income from doing what you're already doing.

SHARE EDUCATION:

VIDEO: I absolutely loved a video that helped me learn about the company! Can I share it with you?

EVENT: I'm having a get together at my house this Thursday. Can you join me to learn more?

3-WAY CALL: I would love for you to meet my friend _____. Do you have 10 minutes this week?

INVITING TO THE TEAM CONTINUED

SET A FOLLOW-UP APPOINTMENT:

“The video is only 5 minutes, will you have 5 minutes to watch it in the next day or so?

Great! I’ll call you tomorrow. I can’t wait to see what you think! Is 6pm or 8pm better for you?”

What is the best number to reach you?

WHAT DO YOU DO?

When someone asks you this question here are a couple of answers you might give:

- We learned about a simple way to add more fruits and vegetables to our diet. We had such a wonderful experience that I naturally started sharing it. Now I earn income from doing something I love!
- I partnered with a company that found a way to put fruits and vegetables in capsules and chewables. Today it’s the largest selling and most thoroughly researched nutritional product in the world! Kids get it free too! I love sharing this and _____ (i.e. doing this alongside my already busy life; staying home with the kids; creating another income stream)