



VERBIAGE TIPS: Healthy Families & Gratitude Calls

Representative:

"Hi _____ this is _____, do you have a quick minute? I am just calling you today because I can't thank you enough for being such a great customer. I so appreciate and value you and admire that you get the importance of good nutrition for you and your family. So I'm working with my business partner today, _____, and she's on the line with me because she wanted to personally thank you too. _____, this is _____."

Upline:

"Hi _____! Thank you for putting such value in your health! You know I would love to hear why you wanted to get started on Juice Plus+ to begin with?"

Let customer talk. Ask questions about her journey with health.

"That is great. I am so glad you are doing this for you and your family. You know, _____ speaks so highly of you, and talks about how credible you are. Can I tell you about a campaign that our company is doing?"

Sure.

"We have put together a "Healthy Families Campaign" that is helping to change the health picture in America. So _____ is looking for one good person who would like to lock arms with us and help spread the message about Juice Plus+ to improve the health of people in the community. And I get that this might not be a fit for you, but what we are looking for is someone who would like to be part of a company who is Inspiring Healthy Living Around the World, and who would like to work part time to earn an extra \$500 - \$1000/month without jeopardizing anything they are currently doing. I know that any referral you gave us would be a quality referral."

So _____, do you know anybody that might want to partner with _____?"

QUIET

How about me?

"Oh _____, have you ever thought having your own business/ doing something like this? -or-
"Oh _____, have you been thinking of doing something different?"

"This could be a great fit for you because _____, and I know _____ admires your _____"

"May I make a suggestion? Why don't you go to www.juiceplusvirtualfranchise.com and watch the video, and we can set up a time to talk and explore if this is a good fit..."

I do know someone

"Great, can you tell us about _____? Is it possible to get _____ an introduction with _____ ?

I don't know anyone

"Thank you for your time today, if you think of anyone, please give _____ a call."