

# Week One Review



Some key words that describe my core values are:

*\*Is one or more of my 30 reasons I am proud, love or grateful for my Juice Plus business aligned with my core values?*

Some key points of my vision statement are:

My top intentions/goals for my Juice Plus business are:



Are my goals SMART?

S – specific

M – measurable

A – aligned

R – realistic

M - measurable



# Three Steps for Success

**Decide:** Am I going for it???

**Believe:** How is my belief in each area?

**Product:**

**Company:**

**Industry:**

**Myself:**

Is there any area that needs special attention? What steps are needed?

In times like these it is hard to know what to expect from the markets and the economy. Here is what we do know about NSA:

- Debt Free!
- No greed at the top
- Always had our best interests at heart
- Never missed a payroll
- Visionary/ Forward thinking leadership
- Bringing hope
- Caring attitude
- We are part of the recovery process

# Action:

## Prospect to Customer:

- Conversation/discovery **100 Prospects**
- Share your story
- Next Step: DVD,WP, Event
- Follow up
- Ask for the sale
- Building relationships
- Dripping

## Customer to Distributor:

- Customer Care – conversation
- Listen for a need
- Ask : Get your JP free
- Share your story
- Invite to next exposure
- Duplicatable & simple
- Modeling

## Coaching

## Prospecting:

Wellness Presentations,  
Lunch & Learns,  
CD, DVD, Booths, Shows,  
Networking Events, Referrals,  
Prevention Plus Events,  
Conference Calls...

**50 Customers**

## **Challenge:**

**Is anything  
stopping  
you?**

**7 Distributors:**

**4 Family Plan**

**2 Builders**

**1 Qualifier**

# What is the most valuable use of my time, right now?

What are top areas in my business to focus on, implement, or change?

---

Steps:

Benefits:

How will I feel:

*“Nothing in the world can take the place of persistence. Talent will not. There is nothing more common than unsuccessful people with talent. Genius will not, unrewarded genius is almost a proverb. Education will not, the world is full of educated derelicts. Persistence and determination alone are omnipotent.” Calvin Coolidge*