

Date: _____

CONNECTION RECORD FORM

Contact Name _____

Sign-up Date _____ 10-1-10 Goal Date _____

When/Where/How Did You Meet? NSA Lead Referral of _____ Other _____

Daytime Phone _____ Is this: Home Work Cell Text ok?

Address _____ Employer _____

City _____ State _____ Zip _____

E-mail _____ Social Media i.e. Facebook (y/n) _____ Best Way/Time to Reach _____

Spouse? Any children? (names/ages) _____

Health Concerns/Issues _____

Primary interest Adding more fruits/veggies to diet? Children (CHF) Tower Garden Business FUN!

___ 30 Second Story ___ Web Walks	___ YOUR JP+ and/or TG Website	___ JPVF.INFO Website
<p>___ F.O.R.M The Art of Communication (Asking Clarifying Questions)</p> <p>F: FAMILY Ask about their family and then tell them about yours</p> <p>O: OCCUPATION Ask them about their job. Compare notes about how your jobs compare or differ.</p> <p>R: RECREATION Ask them what they do outside of work for fun. Sports, hobbies, volunteer work. Talk a bit about what you have in common.</p> <p>M: MONEY/MOTIVATION Ask how they feel about where they are in life right now. Ask where they would like to be in 5 years? Share the "30 Reasons we love our JP+ Business" sheet...some of the reasons are based on RESPONSIBILITY of sharing our passion to touch future generations with health...some are geared towards future planning for NSA Career and NMD Benefits...some for college or vacation or retirement or MORE TIME WITH FAMILY. Help them find a WHY for JP and/or Business</p>	<p>Health CDs/DVDs</p> <p>___ Bridging the Gap ___ Whole Truth in 15 Minutes Rev. ___ A Work of Heart Nurses ___ The Next Best Thing to Fr & Veg ___ Live Life to the Plus _____ _____</p> <p>Health Brochures</p> <p>___ The Next Best Thing to Fr & Veg ___ JP+ Effect Tri-Fold ___ Recipe for Better Health ___ Children's Health Study ___ JP+ COMPLETE Nutrition ___ Tower Garden ___ JP+ Prevention Plus Newsletter _____ _____</p> <p>Personalized Health Articles</p> <p>_____ _____ _____</p> <p>3-Way Calls</p> <p>_____ _____ _____</p>	<p>Business Brochures/Websites</p> <p>___ VF Embrace, Share & Inspire ___ JuicePlusVirtualFranchise.com ___ Juice Plus+ Experience Magazine ___ Professional Support (PSP)</p> <p>Business Audios/Websites</p> <p>___ JuicePlusVirtualFranchise.com ___ Embrace, Share & Inspire ___ ChildrensHealthStudy.com ___ YouTube ___ towergarden.com ___ Facebook</p> <p>Date _____ Event Invitations</p> <p>_____ _____ _____</p> <p>Date _____ Events Attended</p> <p>_____ _____ _____</p>

ORDER INFORMATION: Start Date _____ Capsules Vineyard Chewables Complete (Ch/Van/Var)
 CRF – Child's Name/Birthdate/Product _____ Caps or Chewables
 Tower Garden Tower Garden Accessories _____

Notes:

DATE	Follow up checklist	NOTES
Prospect Care		*Organizational Workbook - TAB 1 Prospect Care File this sheet behind Memory Jogger
	Call #1. Ready to order? If not, offer: <input type="checkbox"/> more time to listen; <input type="checkbox"/> info; <input type="checkbox"/> 3-way call; <input type="checkbox"/> event (PPL or WP)	
	Call #2 (if needed). Ready to order? If not, offer: <input type="checkbox"/> more time to listen; <input type="checkbox"/> info; <input type="checkbox"/> 3-way call; <input type="checkbox"/> event (PPL or WP)	
	Call #3 (if needed). Ready to order? If NO... <input type="checkbox"/> offer mailing list	
	Place order on your Virtual Office	
New Customer Care		*Organizational Workbook - TAB 2 Customer Care Move this sheet from Tab 1 to Tab 2 behind PC Genealogy <i>Suggested Handwritten notes for postcards:</i>
	Send a follow up piece such as <i>a different DVD or brochure</i> with the following hand written note: "Dear __, Thank you and congratulations for deciding to add more fruits and vegetables to your diet with JP+. I'll be staying in touch to help monitor your progress. Best of health,_" <input type="checkbox"/> Consider a gift (pill box or Complete Shaker)	
	Follow Up Options: <input type="checkbox"/> Send post cards from Promo Plus <input type="checkbox"/> Send welcome E-Card on Virtual Office <input type="checkbox"/> Personal message on email, Facebook, etc.	#1 You are going to LOVE Juice Plus! #2 Isn't it great to know, JP is hard at work in your body? #3 What a gift you are giving your body everyday with Juice Plus+ #4 Thank you for making Juice Plus+ a permanent part of how you take care of your health. Your next box is set to ship on _____. Call me if you need to adjust it.
	Update customer into address book on the virtual office	
Continuing Customer Care		
	Virtual Tracking Customer Call #1 – After 10 days of signing up: <input type="checkbox"/> received shipment? <input type="checkbox"/> received NSA emails? <input type="checkbox"/> follow-up from me? <input type="checkbox"/> taking ok? <input type="checkbox"/> referrals?	
	Virtual Tracking Customer Call #2 – After 30 days: <input type="checkbox"/> remembering? <input type="checkbox"/> spouse taking also? (may need more sooner) <input type="checkbox"/> Invite to event <input type="checkbox"/> Need another tape/cd or info on Vineyard/Complete/Tower Garden?	
	Virtual Tracking Customer Call #3 – After 100 days: <input type="checkbox"/> ready for 2 nd box? <input type="checkbox"/> Reinforce that staying healthy is a lifetime commitment. <input type="checkbox"/> JP+ Effect Questionnaire <input type="checkbox"/> Referrals?	Invite your "Raving Fan Customers" onto your team using the JP+ Effect Questionnaire (on Virtual Office)
	Next Ship Date: ___/___/___ After 2 nd box --Send thank you note (email, E-Card, Social Media)	

Continue Series of Educational and Relationship Building Exposures...

- Invite to WP's or Prevention Plus lectures and connect on Social Media i.e. Facebook
 - Send informational articles every 8-12 weeks (mail or email)
 - Invite happy customers to learn more about sharing JP with others
 - Check Virtual Office – Call before each box is to be re-shipped
 - Send anniversary card of Juice Plus+ start date!