

Potential Distributor Checklist from Jan

Download a copy of your customer genealogy - sit down with a nice cup of coffee or tea and a pen and you're going to ask yourself the following questions. Start with question #1, go down your customer list and put a check mark by each person that is on multiple products or has multiple family members on Juice Plus. Then do the same thing for questions 2-10. When you are finished there will be several names with multiple check marks and your distributors will jump off the page!

(For # 3 use a " + " for #4 use a "R" rather than a check)

Now circle the ones with the most marks, Make them your A Group and the second most marks become your B Group.

With your up-line make a next step plan for each customer in Group A and B and start with your A Group. Customers with an " R " (see question #4) are added to you're A Group.

- 1. Who is on multiple products or has multiple family members taking Juice Plus, i.e., husband, wife, children on JP?**
- 2. Who has attended a wellness presentation or a prevention lecture and loved it?**
- 3. Who has experienced positive results from taking JP?
(Put a "+")**
- 4. Who has referred you a family member or friend!!(Put a " R ")**
- 5. Who is health minded and loves to talk to you about nutrition when you call?**
- 6. Who is one of the busiest people you know, active in church, school, business organizations?**
- 7. Who is going through life changes and needs passion and purpose or money – has a child going off to pre-school or college – facing retirement –a new stay at home mom who gave up her job - or new mom wanting to stay home**
- 8. Has shown leadership qualities in past job or heads bible study, is a room mother, coaches their child's sports team?**
- 9. Who is likeable??? Who do you want to be with and has many, many friends?**
- 10. Who would you love to have as your buddy or partner in this business – who do you respect – call them and tell them so!**