

CONNECTION RECORD FORM

Success Habit 2: Focus on Building Relationships

Source of Contact: Referral of _____ NSA Lead _____ Other _____

CONTACT INFORMATION: Name _____

Daytime Phone _____ Is this Home? Work? Alternate #s: _____

Address _____ Employer: _____

City _____ State _____ Zip _____

E-mail _____ Fax _____ Best Way/Time to Reach _____

Spouse? Any children? (Names/ages) _____

Health Concerns/Issues? _____

Primary interest: Adding more F/V (JP+) Weight Loss (all products) Business Other _____

JUICE PLUS+® EXPOSURES/INTEREST: (circle) Caps Chew Gum CRF Com Thins Vin Bus

| | | |
|---|---|--|
| <p>60-Second Story</p> <p>Health Audios</p> <p>____ The Whole Truth in 15 Minutes</p> <p>____ The Science of Juice Plus+®</p> <p>____ An Easy Solution</p> <p>____ From Here to Longevity</p> <p>____ Call Me in the Morning</p> <p>____ In Case of Emergency</p> <p>____ Run Faster, Jump Higher</p> <p>____ Making a Difference</p> <p>____ Surviving to Thriving</p> <p>____ Exploding the Diet Myth</p> <p>____ Digging Your Grave with Your Fork</p> <p>____ Woman to Woman</p> <p>____ Nine Simple Steps</p> <p>____ The Power Behind Juice Plus+®</p> <p>Three-Way Calls</p> <p>_____</p> <p>_____</p> <p>_____</p> | <p>Juice Plus+® 24-Hour Hotline</p> <p>Health Brochures</p> <p>____ Recipe for Better Health</p> <p>____ Juice Plus+ Orchard and Garden Blends®</p> <p>____ Science of Juice Plus+®</p> <p>____ JP+ Gummies®</p> <p>____ JP+ Children's Research Foundation®</p> <p>____ Guide to Better Health</p> <p>____ Juice Plus+ Vineyard Blend®</p> <p>____ Research Packet</p> <p>____ Prevention+ Newsletter</p> <p>____ HLP On-the-Go Book</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>Personalized Health Articles</p> <p>_____</p> <p>_____</p> | <p>Juice Plus+® Website</p> <p>Event Invitations</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>Events Attended</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>Business Audios</p> <p>____ Ron Blue Virtual Franchise CD</p> <p>____ Sean and Jennifer Myers Virtual Franchise CD</p> <p>Business Brochures</p> <p>____ Part-Time Magic</p> <p>____ Virtual Franchise Brochure</p> <p>____ Professional Support Program (PSP)</p> <p>____ Success Express</p> |
|---|---|--|

ORDER INFORMATION: Start Date _____ Billing/Shipping Cycle: 4I 2I Pay-In-Full

____ Orc and Gar ____ Chew ____ Gum ____ Com (Ch - Van - Var) ____ Thins (Ch - AC - Var) ____ Vin

____ CRF - Child's Name/Birthdate/Product _____ Caps or Chew

Notes:

Other question ideas: circle of influence (activities), stress level, current health habits (e.g., plant-based diet? exercise? drink purified water? take supplements? which ones?) job satisfaction, spouse's occupation, birthday

| DATE | Follow-up checklist | NOTES |
|---|---|---|
| Prospect Care | | |
| | Call #1. Ready to order? If not, offer: <input type="checkbox"/> more time to listen; <input type="checkbox"/> info; <input type="checkbox"/> three-way call; <input type="checkbox"/> event (PPL or WP) | |
| | Call #2 (if needed). Ready to order? If not, offer: more time to listen; <input type="checkbox"/> info; <input type="checkbox"/> three-way call; <input type="checkbox"/> event (PPL or WP) | |
| | Call #3 (if needed). Ready to order? If no, use take-away script on page 7.7/ <input type="checkbox"/> offer mailing list; <input type="checkbox"/> other: _____ | |
| | Place order at www.nsvirtualoffice.com or fax to 901-850-3061 (Include credit card name, number, expiration date, and e-mail) | |
| New Customer Care | | |
| | Send a follow-up piece, such as <i>Guide</i> or <i>Recipe for Better Health brochure</i> with the following handwritten note: "Dear __, Thank you and congratulations for deciding to add more fruits and vegetables to your diet with Juice Plus+®. I'll be staying in touch to help monitor your progress. Best of health,_" <input type="checkbox"/> Consider a gift such as an orange or blue pill box, or Acorn | <i>Suggested Handwritten notes for postcards:</i> |
| | Address 4 Follow-up postcards – <input type="checkbox"/> Write in mailing dates where the stamp will go (card #1- 7-10 days later, #2- 30 days later, #3- 60 days later, #4- 90 days later). <input type="checkbox"/> File postcards 2, 3, and 4 by month, Jan – Dec. (mail monthly). <input type="checkbox"/> Include card #1 in current week's mailing. | #1 You are going to LOVE Juice Plus+®! #2 Isn't it great to know, Juice Plus+® is hard at work in your body? #3 What a gift you are giving your body everyday with Juice Plus+® #4 I trust you will make 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. |
| | Add customer to database system and email address book (spreadsheet, planner, outlook, palm pilot, etc.) | |
| | File this and order form in your Organizational Binder (see pg. 8.5) by last name – A-Z tabs | |
| Continuing Customer Care (NSA WILL REMIND YOU) | | |
| | 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 (HLP, PPL or listen to 800#, conf call); <input type="checkbox"/> Need another CD/DVD or info on Vineyard/Complete/Thins? | |
| | 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"/> Offer new CD <input type="checkbox"/> Referrals? | |
| | Next Ship Date: ___/___/___ After 2 nd box – Send thank you note (Juice Plus+® "Stay Well" card) and consider gift (a second CD, pill box, shaker, etc.) | |

Ongoing Follow-up Ideas

- Invite to HLPs or Prevention Plus+ lectures.
- Send newsletters or articles every 8 to 12 weeks.
 - Send occasional informational e-mails.
- Check Genealogy Report monthly and call before each box is to be re-shipped.
 - Send card on anniversary of Juice Plus+® start date!