

# VF TO SC COACHING GUIDE

Distributor Name

Voicecom #

Cell #

Application Date

Appt. Date

Time

Sponsor

First NMD

## Part 1 – What is your vision today? Congratulate/Celebrate

- Why did you get started on Juice Plus+ (JP+)? *Review JP+ story*
- What attracted you to Tower Garden (TG)? *Review Tower Garden story*
- Why did you decide to share JP+ and/or TG with others?
  - Review Business story... What are your personal “whys”?
  - Review “30 Reasons” and “Goal Setting” worksheets
- What are your hopes and dreams around YOUR JP+ Virtual Franchise?
- What is on your heart and mind? (Questions/Celebrations/Concerns)

## Part 2 – Review the Team Building Bonus Program (TBB), Fast Track to Sales Coordinator...

Let's take a look at the overall 6-month Fast Track to Sales Coordinator:

| Team Building Bonus \$\$\$ | Definition                      |
|----------------------------|---------------------------------|
| \$100                      | HLP, DD, 6%                     |
| \$250                      | 2000 PLUS+, VF, 14%             |
| \$250                      | 2000 PLUS+ Sponsor Bonus        |
| \$250                      | 2000 PLUS+ Sponsor Bonus        |
| \$250                      | 2000 PLUS+ Sponsor Bonus        |
| \$500                      | SC, 22% Promotion               |
| <b>TOTAL: \$1,600</b>      | <b>6 Month Fast Track to SC</b> |

## Part 3 – Learn The Juice Plus+ Company Marketing Plan (Using the Downline Growth and PVC Report)

- **Retail Sales Profit (RSP)** are earnings as a VF on a box of JP+ Capsules = **\$23**
- **100% RSP** is paid when first JP+ box Ships. Subsequent boxes pay retail Preferred Customer (PC) order installments monthly. Example: Capsule order = \$23 retail on initial order, but after second box is shipped, paid at **\$5.75 per month**. ( $\$23/4=\$5.75$ )
- **Purchase Volume Credit (PVC)** is the assigned value on products from which commissions are paid. JP+ Capsules = about 107 PVC.  $14\% \times 107 \text{ PVC} = \text{another } \$15$ . Total RSP + Commissions at the VF Commission level of 14% =  $\$23 + \$15 = \mathbf{\$38}$
- **Commissions** on installment order's PVC are always paid in fourths even on first box ( $107 \text{ PVC}/4 = 27 \text{ PVC per month}$ ). As The Juice Plus+ Company receives payment from our customers, they pay us our commission.

- **Posted PVC** in both the PBQ and POBQ columns are the values from which commissions are calculated and paid on monthly. PBQ is fed by your own orders, PCs, Dealers (Dlrs) and Direct Distributors (DDs). Only Sales Coordinators (SC) and above utilize the POBQ column. It also is important for BONUS (PBQ)...discussion below.
- **Promotional PVC (Promo PVC)** accumulates to move you towards your next promotion. It is calculated using ALL of the PVC POSTED in that month's PBQ column as well as ALL of the installments on all of the PC orders through future installments.
- **Income from Team:** You are paid on the difference between where YOU are in commission level and the commission level of your team member.
  - A VF at 14% - Dealer (Dlr) at 0% = 14%.
  - A VF at 14% - Direct Distributor (DD) at 6% = 8%.
  - A VF at 14% - Virtual Franchise (VF) at 14% = 0%

However, when you are in **BONUS (PBQ)**, you can make an extra 5% on the PVC of distributors who are at a commission level; DDs and above. ALL of your TEAM's Promotional PVC will push YOUR PVC up towards the SC promotion of 22%!

## Part 4 – Where are you now and what is your next step? SC and Qualified Business

- Volume:

Current Promo PVC \_\_\_\_\_

Goal for Promo PVC to SC:

Slow – 12,000 **OR** Fast Track – 6,000 New PVC within 6 months

- Structure:

Your current team structure:

DLRs \_\_\_\_\_ DDs \_\_\_\_\_ VFs \_\_\_\_\_

***You need 3 DD lines the slow way to SC, however Fast Tracking is the best with 3 VF 2000 PLUS+ direct to you for TBB!***

Base Requirements for FT to SC: 2 VFs, one of which who did a 2000 PLUS+ and 1 HLP (DD). No household members may fulfill structure requirements. This will set you up for success with increased residual income and positive movement of “prospects to customers to distributors” – our job description!

- Preferred Customers:

# of PCs \_\_\_\_\_

Goal = 38 individuals or 25-30 families for Bonus (PBQ)

Customers PVC (Custs PVC) \_\_\_\_\_

Goal = 1000 PVC from PC volume for Passive Bonus Qualification

PBQ (You, PCs, DLRs and DD's Posted PVC) \_\_\_\_\_

Goal = 1000 PVC for Bonus (PBQ) of 5%

## Part 5 – How are you going to get there?

- **Plan** 2x2x2x2 DMO utilizing your “Weekly Activity for Success” sheet
- **Focus** on a Royal Crown Monthly Goal of HLP 5 New JP+ Capsule Customers, a New HLP and 2000 PLUS+ VF Promotion

## Let's Combine the Royal Crown PVC \$\$\$ and Team Building Bonus Program (TBB)

| Royal Crown Monthly Goal  | Posted PVC Installments | Paycheck \$\$\$                          | Sponsor Bonus \$\$\$ | Total \$\$\$                   |
|---|-------------------------|--|----------------------|--------------------------------|
| 1. 5 New JP+ Capsule Customers:<br><ul style="list-style-type: none"> <li>• 5 x \$23 retail profit</li> <li>• About 107 PVC/4 Installments = 27 PVC each</li> </ul> | 135 PVC                 | \$115 Retail<br>\$19 Commission<br>(14%) |                      |                                |
| 2. 1 New HLP Distributor with 500 PVC   | 125 PVC                 | \$17.50<br>(14%)                         |                      |                                |
| 3. Promote 2000 PLUS+ with 1500 PVC   | 375 PVC                 | \$48.75<br>(14% - 6% + 5% = 13%)         | \$250                |                                |
| <b>Royal Crown NEW Monthly Totals</b>   | <b>635 PBQ PVC</b>      | <b>\$200.25</b>                          | <b>\$250</b>         | <b>\$450.25<br/>NEW \$\$\$</b> |

### Part 6 – Tools and Next Steps

1. Review "New Distributor Checklist" for yourself.
2. Discuss "Daily Planner" options ("Franklin Planner", "Virtual Office", etc.) where you incorporate ALL of your appointments (Personal, Family and Business) within one tracking system.
3. Teach on creating a 3-Ring Binder "Organization Workbook":
  - INSIDE POCKET of FRONT COVER - Blank Order Forms ("JP+", Tower Garden and "Children's Health Study"), "JP+ Effect Questionnaire" and blank "Connection Record". Also include your original "New Distributor Checklist", "30 Reasons" and "Goal Setting" worksheets.
  - FIRST PAGE: "Monthly Event Planner" followed by "Flyers" for each event by date.
  - TAB 1 - PROSPECT CARE: "Memory Jogger" followed by completed "Connection Record" sheets recording information on your prospects. Also the "Designing Your Team" and "Potential Team Member Profile" worksheets.
  - TAB 2 - CUSTOMER CARE: "PC Genealogy Sheets", "Connection Record" sheets on prospects who have become customers (moved from Tab 1) *The A-Z tabs are optional for filling "Connection Record" sheets.*
  - TAB 3 – DISTRIBUTOR CARE: "Downline Growth and PVC Report", "12 Month Analysis" sheets and "Coaching Guides" on yourself.
    - A to Z Dividers for "Coaching Guides" and reports completed on your team members. (As new ones are created, discard the previous guides/reports)
4. Visit these websites for great information, resources and training from our team:
  - [www.jpvf.info](http://www.jpvf.info)
  - [www.jpteamssupport.com](http://www.jpteamssupport.com)
  - [www.campbellteam.net](http://www.campbellteam.net)
  - [www.teamhope.net](http://www.teamhope.net)
  - username: campbell
  - [www.choosingcompletehealth.info](http://www.choosingcompletehealth.info)
  - passcode: team
  - [www.choosingcompletehealth.net](http://www.choosingcompletehealth.net)