

RDP Small Group Call Syllabus for July/August (6 weeks)

Value of Personal Growth

WARM UP

We change our business month in August! Will you qualify THIS month (by August 15th) so you are automatically qualified during the 'mini-month'?

Next RDP Empowerment Call on Sept. 4th

LEARNING MODULES:

PERSONAL GROWTH

- So far the RDP has attempted to grow you in:
 - Professional Pride – “30 Reason”
 - Treating this as a business, not a hobby – your Stories, Triple Crown, SC to SSC Phases
 - Go For No – learning to WANT NOs
 - Discovering (and becoming) the real YOU – Abilities and Strengths

- Any Ah-hahs?!

- **Professional Pride**
 - *The Business School for People who Like Helping People*
 - Chapter 4 and the video at www.teamjip.net/rdp – 10 minutes, powerful
 - From this I learned _____
 - And as a result I will do the following_____

 - **30 Reasons I Am Proud of the Juice Plus+ Business - recap**
 - Does your Business Story reflect your heart and pride?

- **Your Business Goals:**
 - What **Phase of SC to SSC** are you at? (SC to SSC Guide at www.teamjip.net/rdp) – make sure you are using the latest version!

 - What **Phase** will you reach by Conference? (the next one!)
 - how many customers, qualifiers and reps will you have?
 - How many do you have now?
 - what monthly growth do you need to make it by the end of Sept. business?
 - what activity will produce that growth?

 - **Triple Crown Activity**
 - 5-a-Month - did you get 5 last month? How many of your team did?
 - Qualified Business – did you help one of your team qualify theirs for the first time?
 - Sponsor and promote – did you/your team sponsor someone? Promote someone?

- **Go For No** – using the Scoresheet at www.teamjp.net/rdp
 - What are your daily/weekly *NO* Goals or Quotas?
 - How many *NO*s are you getting? How many *YES*s are you getting?
- **Your Personal Growth**
 - **SHAPE**
 - Your Uniqueness
 - Your Heart or Passion (www.teamjp.net/rdp/Heart.pdf)
- **Learning to Listen**
 - The Art of Asking Questions - Michael Oliver Recorded Call

ASSIGNMENTS BEFORE THE NEXT EMPOWERMENT CALL ON SEPTEMBER 4th

- Continue to practice and share your Stories every week (repeat from last month).
- Coach 2 of your Team (repeat from last month) to:
 - Plan their Next Step
 - Plan their Triple Crown Activity
 - Perfect their stories
- Track your progress toward your next SC Phase (one of FIVE!)
- Track your *NO*s and your *YES*s
- 3-way connection calls ...how many will you schedule?
- *Business School* – read chapters 5-7

DAILY ENCOURAGEMENT CALL

- Yesterday, I did...Today I will – or TODAY I did and TOMORROW I will!
- Are you reviewing your “30 Things I Love...” list and sharing it?
- What 3-way call can we do today or tomorrow?
- When/where/with whom did I/will I share my story (Product and Business)?
- How’s my SUPERSIZED Vision? How BIG is my WHY?

3 minute egg timer; Be short; be accountable; be supportive