

RDP Small Group Call Syllabus for June/July

WARM UP

Tell us one Ah hah from the books or the last call

LEARNING MODULES:

- **Marketing Plan**
 - Have you presented the Virtual Franchise using the VF booklet? When do you plan to?
 - Understanding Your PVC Report Training by Jenny (at www.teamjip.net/rdp) – helpful?
 - Did you attend Pamela Sue's Webinar on June 24th? What did you learn?
 - Power of Five – are you getting a SUPERSIZED Vision?

- **Professional Pride**
 - *The Business School for People who Like Helping People*
 - Chapter 3 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**
 - Prioritize – your top 5 → your top 3 → your top 1
 - What you LOVE most about this business (the top 3 from your “30 Reasons...” list)
 - Does your Business Story reflect these? Make sure it reflects your heart and pride.

 - **Business Story:**
 - Product Story – we trust you've perfected it, and are telling it every day!?
 - Business Story – have you scripted it? Are you practicing it/telling it?
 - Have you incorporated the heart of your Top 3 Reasons You Love This Business?
 - VoiceCom your Business Story to your coach every day for the next week and have them critique it, including your tone and expression – enthusiastic?
 - Memory Jogger - how many names have you added this month?

- **Your Business Goals:**
 - What phase will you reach by Conference? (SC to SSC Guide at www.teamjip.net/rdp)

 - What date have you set for your SSC promotion?

 - 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?
 - Continue identifying and counting the *NO*s
- **Your Personal Growth**
 - **SHAPE**
 - Abilities (Talents) -> Strengths ... can you see this in you, in your life, your business?
 - What Ability would you most like to develop into a Strength?
 - Can you see where your Abilities/Strengths play into and support your DMO?

“Do what you love, in the service of others, who love what you do”

ASSIGNMENTS BEFORE THE NEXT EMPOWERMENT CALL ON JULY 17th

- Continue to practice and share your Stories every week.
- Coach 2 of your Team to:
 - Plan their Next Step
 - Plan their Triple Crown Activity
 - Perfect their stories
- Share your SUPERSIZED vision with them
- Study and understand each PVC report – listen again to Jenny’s training if needed
- 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 chapter 4

DAILY ENCOURAGEMENT CONTACT

- 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