

# RDP Small Group Call Syllabus for May/June

## WARM UP AND INTRODUCTION:

1. Name, length in business, what you LOVE most about this business
2. Your **Why** for the business and for joining this program
3. One Ah hah from the books or the last call

## LEARNING MODULES:

- **Professional Pride**
  - *The Business School for People who Like Helping People* (Jenny)
    - Chapters 1-2
    - From this I learned \_\_\_\_\_
    - And as a result I will do the following \_\_\_\_\_
  - **30 Reasons I Am Proud of the Juice Plus+ Business** (Jenny)
    - Share Professional Pride reasons – at least 5 each
    - “I am proud of my Juice Plus business because... (Read before EACH of your reasons)
    - Who have you shared your pride with?
    - What done for your belief and confidence?
    - What vision are you getting for sharing this business?
    - How and with whom are you sharing this vision
  - **Product and Business Story Training:**
    - Product Story – perfect it, with your Coach.
    - Business Story - script it with our Coach, start practicing it.
    - Make them *conversational*, with questions, with flexibility
    - Leader: help a volunteer script and rework their Business Story (using the Owner’s Manual process)
  - **How Often and to Whom will you tell your Stories?**
    - Memory Jogger (yes, back to the basics ... you and your team!)
    - Keep adding names - for customers and distributors.
    - *How many have you added?*
- **Setting a good example & pace:**
  - Conference to Conference Planning
  - Share from your completed Conference to Conference Planning sheet ....
    - What do you envision for the Memphis Conference?
    - What phase will you reach?....
    - How many new people will you invite? ....
    - How many will attend/go with you?
  - Triple Crown Activity
    - 5-a-Month (you and your team)
    - Qualified Business – help your team Qualify theirs

- Sponsor and promote – every month (you and your team)
- **Personal Growth**
  - SHAPE
    - Abilities (Talents)
    - Ask your Coach and others who know you ...  
what talent do you see, what abilities, what strengths?
    - Share your Abilities with your Small Group.
  - *Go For No* book - the transforming power of *wanting* to hear “NO” (Rachel)
    - *Go For No* Recorded Call
    - Take the *Go For No* Challenge
    - Start identifying and counting the NOs (using Scoresheet at [www.teamjp.net/rdp](http://www.teamjp.net/rdp))

### **ASSIGNMENTS FROM EMPOWERMENT CALL**

- Go For No – track and record your NOs and your YESs using the sheet provided.
  - *Report these daily to your coach*
- Read your *30 Reasons I Am Proud of the Juice Plus+ Business* aloud every morning and night
- Practice your Stories daily with your coach:
  - 1 story only each day; alternate Product and Business Stories
  - Share your Business story 3-5 times this week with a POTENTIAL distributor
- Complete the Abilities sheet (at [www.teamjp.net/rdp](http://www.teamjp.net/rdp)) with help from friends, family and your coach. Share them with your Small Group.
- Explore [www.teamjp.net](http://www.teamjp.net) and find resources and information there that will help.

### **DAILY ENCOURAGEMENT CALLS WITH YOUR COACH**

#### **5 Days a Week Focus:**

- Getting NOs and YESs – how many today?
- Telling your Story x# of times and getting NOs
- Today (yesterday) I told my story to...
  - Are you reviewing your *30 Things I Love* list daily?
  - What *3-way Call* can you do with your Coach this week?
- Tomorrow (today) I will tell my story to...
  - Winning Attitudes are attractive and inspiring
  - Winning Activities are high-pay-off
  - 3-5 minute egg timer; be brief; be accountable; be supportive