

SC TO NMD COACHING

Part 1 – This is My Vision Today

- Are you feeling on track with your vision for this business? (Review WHYs)
- Share updated JP+ and Business Story
- What would you like to celebrate? (Promotions/New Distributors, etc.)
- What's on your heart and mind? (Questions/Concerns)

Name _____

Voice Com# _____

Appt. Date _____ Time _____

Sponsor _____

First NMD _____

Part 2 – NEXT STEP: MAPPING with the end of month DOWNLINE GROWTH & PVC REPORT

1	2	3	4	5	6	7	8	9	10
Star Distributors who are on VC	Underline Recent Title Dates	Circle Double Digit PCs	Overview Next Step Volume & Structure Goals (Below)	Payline PVC Total?	Club Level?	Lines in PBQ? Lines in POBQ?	Teach Royal Crown (Below)	Underline PBQs Circle PB 300 +	Do Next Action Steps (Below)

NEXT STEP PROMOTION	Volume Requirement	Structure Requirements	Bonus	Months To Achieve	Volume Balance 2/3 rule	PBQ Club Goal
<input type="checkbox"/> SSC	FAST TRACK: 8,000 Payline PVC OR 4K > than payline averages for last 3 months	1 SC (6+ Team Members) 2 VF (1 VF 2000PLUS+) 1 DD Leg 3 Club; 2 legs with PBQ <i>(NO Household Members)</i>	\$1000 BIB \$200 credit towards Boot Camp	12 months from app OR 6 months existing		3-6
<input type="checkbox"/> QNMD	20,000 Payline PVC	3 SC legs with PBQ 2 of 3 legs with POBQ	BIB 20%		Yes	8-12
<input type="checkbox"/> NMD	33,333 Payline PVC	5 SC legs with PBQ 3 SC legs with POBQ	NMD Benefit Package		Yes	12-18

ROYAL CROWN MONTHLY GOAL	Posted PVC Installments	Paycheck \$\$\$	Sponsor Bonus \$\$\$	Total \$\$\$
1. 5 New JP+ Capsule Customers: • 5 x \$23 retail profit • About 107 PVC/4 Installments = 27 PVC each	135 PVC	\$115 Retail \$29.70 Commission (22%)		
2.1 New HLP Distributor with 500 PVC	125 PVC	\$27.50 (22%)		
3. Promote 2000 PLUS+ with 1500 PVC	375 PVC	\$78.75 (22% - 6% + 5% = 21%)	\$250	
Royal Crown NEW Monthly Totals	635 PBQ PVC	\$250.95	\$250	\$500.95 NEW \$\$\$

NEXT ACTION STEPS	Map PVC Report	Calculate Plan	Project New PVC
1. YOU Set the Pace	Decide, Plan & Initiate Your Royal Crown Activity	Enter Your Potential Royal Crown PVC	635 New PVC
2. Add Potential PBQ's	Circle all Dist with PBQ between 375 & 1000 PVC	Count Potential PBQs _____ Multiply X 635 =	+ _____ New PVC
3. Solidify Existing PBQ's	Inspire Existing PBQs to do Royal Crown Monthly Goal	Count Existing PBQs _____ Multiply X 635 =	+ _____ New PVC
4. Increase Payline PVC	Locate last month's Payline PVC on PVC Report	Enter last month's "Total Payline" PVC	+ _____ Last Total
		ADD ALL for NEW PAYLINE PVC TOTAL	= _____ New TOTAL
5. Increase Club Level	Count Existing PBQs & Potential New PBQs	ADD TOGETHER for NEW CLUB LEVEL	= _____ New Club Level

Part 3 – Activity for Success

- Review My Business and Team At-A-Glance from Virtual Office
- Update Monthly Event Planner, Review Memory Jogger & Commit to 2 x 2 x 2 x 2 Daily Method of Operation (DMO)
 1. Connect with 2 new prospects for Juice Plus and/or the Virtual Franchise: Use a VARIETY of educational TOOLS
 2. Follow up with those 2 prospects: Create series of educational and relationship building exposures
 3. Check in with 2 customers: Next Steps, i.e. JP Effect – invite into the team – invite to next business event
 4. Check in with 2 distributors: 3-Way Calls for new distributors and or coaching call for them or team? Events?
- Set Intention on Accomplishing a Royal Crown Monthly Goal (5 New Customers, 1 New HLP and Promote 2000 PLUS+)
- Write out below NEXT STEP Thinking with Prospects/Customers/Distributors

A - Next Steps: Prospect, Customer, and Distributor Care (Refer to PVC Report Mapping)

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

B - Future Planning: WP, PPL, VF Workshop, Regional, Boot Camp and Conference (Keep Running List)

- 1.
- 2.

C - Personal and Professional Development: Books, Conference Calls, Webinars, CD's, Games

- 1.
- 2.