

# Go Pro Skill #5: Helping your Prospects Become Customers or Reps

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It's OUR job (yours and mine) to guide our prospects to a DECISION! The keys to success are: 1. to have good posture and 2. to ask good questions. Miss out either one, and you are on the road to failure!

## SIX STEPS TO BECOMING A JUICE PLUS+ PROFESSIONAL WITH GOOD POSTURE

1. Detach from the outcome. Your goal is educate and understand while helping them make a decision that could positively impact their life.
2. Be very assumptive in your approach. EXPECT that they will want what you have!
3. Promote YOURSELF as much as you do Juice Plus+ and our Virtual Franchise; "YOU GET ME" IS THE BEST PART!
4. ALWAYS be prepared! Act like a consultant helping a person with a problem.
5. Ask lots of questions and be a great listener. The BEST questions to ask are, *"What did you like best about what you saw/read/heard?"* , *"Would you tell me more about that."* and *"I'm curious, why did you ask (that question)?"*
6. *"On a scale of 1 to 10 (with 1 meaning you have no interest at all and 10 meaning you are ready to get started) , could you give me a number so I know where you are with this?"*

## FOUR QUESTION TO CLOSE A NEW JUICE PLUS+ REPRESENTATIVE

If you're tired of people needing to "think about it," these questions (and those above) will help:

1. *"Based on what you've just seen, if you were to get started with this company on a part-time basis, approximately how much would you need to earn per month in order to make this worth your time?"*
2. *"Approximately how many hours could you commit each week to develop that kind of income?"*
3. *"How many months would you work those kinds of hours in order to develop that kind of income?"*
4. *"If I could show you how to develop that income of \$XXXX per month, working those YY hours a week over the course of those ZZ months, would you be ready to get started?"*

If you don't get a positive answer to these questions, your prospect probably just needs more exposures. SCHEDULE the next one and repeat this process.

## MORE GOPRO GOLDEN NUGGETS ([www.teamjp.net/GoPro](http://www.teamjp.net/GoPro))

It's going to be harder than you think, but it's so worth it.

Be good to all the people you meet (that's who we are in Juice Plus+).

The truth is always good enough (let what you know be good enough ... they cannot shake your confidence).

You are in the right profession for your children (model taking control of your life and finances).

Don't live in your past (you past does not determine your future).

You are just 2 people away from success (the right 2 people).

Be a good sorter (there are only 4 aces in the deck).

Be good at sharing your Story (the one who shares their story the most is the one who wins).

Have the courage to share The Golden Ticket (to a brighter future – health and finances) ... let that be our attitude.