

RDP Small Group Call Syllabus for October

Value of Reward, Recognition and Celebration (-> Conference)

WARM UP

Let's celebrate...!

LEARNING MODULES:

PERSONAL GROWTH

- **Professional Pride**
 - *The Business School for People who Like Helping People*
 - Chapter 8
 - From this I learned _____ and I will do the following _____

- **The Value of Recognition and Celebration (→ Memphis Conference)**
 - Reward yourself by attending and reward others by taking them ... Celebrate!
 - Who are you bringing? How will you help them?
 - What do you want **them** to get out of conference?
 - What do **you** want to get from conference?
 - What are you doing to prepare them and yourself?
 - While you are at conference ask 10 people 2 questions:
 - What attracted you to the JP BUSINESS?
 - What would you say is your #1 value from being involved?
 - Network – collect business cards from various leaders in various parts of the country where you have business OR would LIKE to have business

- **Your Business Goals:**
 - We have THREE WEEKS to Conference:
 - Take out your Conference to Conference planning sheet (from April/May)
How is it looking for achieving your plan?

 - **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?

- **Your Personal Growth**
 - **SHAPE**
 - *Your Life Experience*
 - Using www.teamjp.net/rdp/Experience.pdf, catalog the valuable experiences of your life. Discuss the implications honestly with your Small Group.

NEW TOOL - “QB Calls”

- The goal of the RDP is to get SCs to SSCs.
- There’s a direct correlation between your progress and the number of Qualified Businesses you have on your team eg if you’re a SC, one of your goals is to develop 3 QBs. Ultimately most serious distributors want to join the 12 Club, 39 Club or even 100 Club.
- Qualified Business call starts with an NMD or a QNMD, looking closely at their pvc report to identify all their distributors who have 300+ pvc or >10 PCs, however deep in their organization. These distributors are then invited to participate in weekly QB calls.
- Those join who are ‘interested in making more money through sharing Juice Plus+, where the goal would be to help them increase their check to at least \$500 a month.’
- They commit to a weekly 30 min call together with 6-8 others who are in the same boat, covering:
 - Goals to which they are held accountable: telling their story, CDs shared, new PCs/month.
 - Memory Jogger with at least 25 FRESH names
 - Celebrate – what one thing are you celebrating from last week?
 - Challenge – what was your biggest challenge last week?
 - Intention – what you intend; your goals, plans, objectives for the next week?
- Those last 5 elements will be central to our Coaching Process from now on.
 - Let’s start NOW; ask each person (and wait for their answers):
 - Will you get me your Memory Jogger with at least 25 FRESH names?
 - What one thing are you celebrating from last week? (Everyone join the celebration!)
 - What was your biggest challenge last week? (let’s briefly talk that through – encourage)
 - What is your Intention? Your plan/goal for:
 - # of times each week you will tell your product/business story,
 - # CD/DVDs to share
 - # PCs per month
- Decide whether to hold this Small Group Call WEEKLY from now on.

ASSIGNMENTS BEFORE THE NEXT EMPOWERMENT CALL ON NOVEMBER 6th

- Carry out your plans (Intention)
- Continue to practice and share your Stories every week
- *Business School* – read chapters 9-10

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)?

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