
3-WAY CONNECTIONS

Reasons for 3-Way Connections

- Introduce a potential or new team member to your National Marketing Director to hear their story.
- Coach a team member toward their next step.

Verbiage Idea to Invite

- "I'd love for you to meet my friend _____."
- Share about _____.
(Example: She works in the fitness industry and she's a mom like you etc.)
- "I know you'll enjoy _____'s story and journey."
- "When do you have a few minutes to meet _____?"

Set up the Appointment Time and Share Information about your Guest

- Set up the appointment time with your mentors.
- Send a Voxer message with details about your guest. (Example: *Joseph is a Personal Trainer and Coach, he's been on Juice Plus for 3 months and he's starting to tell everyone about it etc.*)

Your responsibilities on the Call or Zoom

- **THANK EVERYONE:** *"Thank you all for your time!"*
- **INTRODUCTIONS:** *"Joseph, I'm excited for you to meet Julie. I know you are going to enjoy hearing her story! Julie, this is Joseph, he is a personal trainer and coach. He is a dad of 2 wonderful kids and I'm excited to connect you both."*
- After your introduction, your responsibility is to just listen and take notes so you can follow up on next steps.

Mentor responsibilities on the Call or Zoom

- Begin the call by thanking, complimenting or congratulating the guest. *"It's so nice to meet you..."*
- Comment about things you have already learned about them or say, *"So tell me more about you"* or *"I hear you are having a great experience with Juice Plus+, tell me more about that."*
- Share your product and business stories to build belief and to give vision.
- After you share your stories ask them more questions:
 - *"Your story is so encouraging, have you been sharing it with others?"*
 - *"Could you get excited about sharing Juice Plus+ with us?" (I had no idea this could become such a financial blessing for our family, it was neat to see financial pressure lifted off my husband. The best part are the lives we have seen change!)*
- Invite them to the next event.
- Finish the call by edifying their sponsor and letting the guest know that we are all here to help them.

ATTRACTION CALL VERBIAGE (3 WAY CONNECTION)

FROM BETH LEIPOLD, PMD+

- Are you willing to settle for where you are now or do you want something better for yourself?
- The change starts here. You have to change for something to change.
- Do you want to live like this forever? Or do you want something different, something better for yourself?
- Do you see anything changing in the next year?

Attraction call invite verbiage:

- *"I'm not sure if what I do its going to be a fit for you or not but I'm talking to my friend and or business partner on _____ at _:_ and I would love for you to be opening to learning more. I think you would be surprised! Would you be open to that?"*
- *"I'm talking to my friend and or business partner on _____ at _:_. Someone will be on the line with me to learn more about what it is we do and I would love for that person to be you! Are you open to coming to the line and learn more?"*
- *"I really love that you are a (hard worker) and admire your (work ethic). I would love to partner with you. I'm not sure if you will feel what I do is a fit for you but I would love for you to be open to learning more. Would you be open to that?"*
- *"I would love for you to be a part of my team!"*
- *Lead with feeling....."I have been thinking about you because (list a few of the examples that you have bullet points for), my business is growing and I would love to partner with you. I am not sure if it would be a fit for you, but I would like to have the opportunity to share with you a bit about why I'm excited."*
- *"Would you be open to that?"*
 - **Yes - "I'm going to be on the phone with my friend Beth who introduced me to this product and business, I think you will really resonate with her story (or I think you will love her). "Would Thursday at 7pm work?"*
- *I simply said: "Hi_____ just wanted to touch base with you. I've always admired you (or I respect you or I always enjoyed talking with you) when I would call to see how you were doing with your Juice Plus+. I think you would do very well in our business because (nurses, teachers, doctors, secretaries, shuttle bus drivers, (their particular profession) etc.) do well because they are naturally caring people who help others. It would be wonderful if you and I could do business together. I'm not sure if you ever considered going into business for yourself but you trusted me with your JP+ and you are pleased with that – right?"*

ATTRACTION CALL VERBIAGE (3 WAY CONNECTION)

FROM BETH LEIPOLD, PMD+ *continued*

LISTEN

"The Juice Plus+ Company is adding tens of thousands of new customers a month and the company is growing by 20% each year because so many people are adding Juice Plus+ to their daily diet and see the potential of our business. I have people from all walks of life that have joined my business (depending on who I was talking with I mentioned their specialty) several nurses, a superintendent, a principal, teachers, social worker, etc. for various reasons: to supplement their incomes, prepare for their retirement, a few gave up what they did full time and now share Juice Plus+ with others full time. You are obviously health conscious. Would you enjoy sharing something that could be so important to people's health?"

LISTEN

"What in particular do you want for yourself and your family as far as your future is concerned?"

LISTEN

Most want to know what is involved.

"Well, I would really like for you to talk with someone I work closely with. He/she has been with the company for some time. (Here is where you promote your up line: position in business; profile of up line; background.) My income continues to grow under his/her guidance and he/she has many distributors. That is why I am so excited that she/he has given me some time to talk with people that I chose from the people I know and care about to hear more about how we share Juice Plus+ with others and a little bit about our business. Why not hear about the business from someone that has been successful (or the best in the business)"

LISTEN