

# 3-Way Connections

## The Value of a 3-Way Connection

Connecting your sponsor and NMD with a prospect, customer or team member on a 3-way call or zoom can be a wonderful tool for validation. It is the power of two people to support a third. 3-way connections can move prospects to customers; customers to distributors; and distributors to distributors with goals.

## Types of 3-Way Connections

Join Our Mission - Share our business with a raving fan customer or “dream team” friend.

Welcome to the Team - Introduce a new team member to your NMD (The NMD shares their story, reviews new team’s WHY, their STORY, and encourages Events, Memory Jogger, 3-Way Calls etc.)

Coaching Calls - Review next promotion step with a team member, strategize with and encourage them.

Customer Care Calls - Thank customers, share stories, introduce new products, invite to team or next event

## Inviting to the call or zoom

- Edify your upline mentor who is doing the 3-way call with you. *“I’d like for you to meet my friend Julie. She’s been eating/sharing JP+ for 18 years. She worked in the fitness industry for 23 years. She’s a mom like you and I can’t wait for you to hear her story. What would be some good times for you to meet Julie?”*
- Get 2-3 times then check Julie’s schedule
- Customer Care Calls can be done impromptu. *“Hi \_\_\_\_\_ my friend Julie and I are calling to thank you...”*

## Prior to the call or zoom

- Send a VOXER message to your mentors with information about your guest. Use the attached Potential Team Member Profile form to get ideas for what to share with them.

## Your responsibilities on the call or zoom

- Begin the call by thanking everyone for getting on the call. Introduce your mentor to your guest. *“Thank you both of your time! I’m excited for you to meet Julie. She has been eating and sharing Juice Plus+ for 18 years and I know you are going to enjoy hearing her story. Julie, this is Joseph, he is a personal trainer and coach...”*
- After your introduction, your responsibility is to just listen and take notes so you can follow up on next steps. Your goal will be to do calls like this eventually for your team members so just listen and learn!

## 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 JP+, 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?”*
  - *“Do you love your job?” “What does your spouse do?”*
  - *“Could you get excited about sharing JP 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!)*

### REASONS PEOPLE JOIN OUR MISSION:

PASSION & PURPOSE + GIFTING EDUCATION + HEALTH & COMMUNITY + TIME FREEDOM & FLEXIBILITY + CONTRIBUTING TO FAMILY’S INCOME + PAYING DOWN DEBTS + COLLEGE EDUCATION + VACATIONS + FUN, LEARNING AND GROWING WITH OTHERS + DESIGNING OUR OWN FUTURES AND HELPING OTHERS WITH THEIR HEALTH AND TO REALIZE THEIR DREAMS

# Potential Team Member Profile

Name:	Age:	Phone:
City/State:	Current Occupation:	
Family Information (spouse/children):		

## Juice Plus+ / Tower Garden Experience

Start Date:	Notes:
<input type="checkbox"/> What results have they experienced?	
<input type="checkbox"/> Are they referring friends and family?	
<input type="checkbox"/> What Exposures have they had?	

## Characteristics...

	Notes:
<input type="checkbox"/> Entrepreneurial?	
<input type="checkbox"/> Health conscious?	
<input type="checkbox"/> A people-person? High energy?	
<input type="checkbox"/> A Self-Starter?	
<input type="checkbox"/> Teachable?	
<input type="checkbox"/> Credible?	

## Personal

What is the most significant thing about this person that makes you feel they would do well in the JP+ business?
Why do you think they will excel?
What is it that you really like, love or admire about this person & why would you like to work with them every day?