

## Juice Plus+ Web Walk Script: 15-20 Min “Mini” Version

Web Page & Action Steps	Bullet Points to Review	Questions to Ask
<p><b>What is Juice Plus – Whole Food Based Nutrition</b>            [Scroll down; Roll cursor over photo(s) to see list of ingredients &amp; review ingredients list with caller]</p>	<p>I have found a simple solution for myself (&amp; family) I LOVE it and I think you will, too! Look at all these AMAZING fruits &amp; veggies that you can get into your body EVERY DAY! I love that I get/my family gets GREAT nutrition every day before I/they leave the house and/or before bedtime! <b>[READ THROUGH PAGE]</b></p>	<p><i>Isn't this list amazing?</i></p>
<p><b>Tell Your Story, then watch Watch *NBT Video [Right Top: About Us, then Library Scroll Down to it:</b>            Wait on the phone as they watch the video; <b>Your Sound Off</b>            *Or choose the video that's the best “Fit” for your prospect</p>	<p>I first heard about Juice Plus+....</p> <p>“Now you can click on the video (9 min long) - it will give you great information about the product/how it is made/and an overview of some of the research behind Juice Plus+.”</p>	<p><i>What did you like best about the video?</i></p>
<p><b>Buy</b>            [Review featured product then scroll down &amp; scroll through all of the products: Option: Read the closing verbiage below...]</p>	<p><b>This is the Juice Plus+ product family...</b></p>	<p><b>Are you (and your family) ready to get started on Juice Plus+ today?</b></p>
<p><b>Remind them they will be getting 20-30</b> (or 50 with Complete!) <b>Whole Foods EVERY DAY!</b> = Thousands of phytonutrients; vitamins, minerals and anti-oxidants (which you can't get in a vitamin!)</p>	<p>Remind them that Juice Plus+ is the most highly researched nutritional product in the WORLD (30+ published studies) and has been around for more than 20 years! It is certified Gluten Free, Dairy Free, Soy Free (Except “Compete” has Non-GMO soy), Kosher, and is both NSF and NSF Sport Certified, so it is guaranteed free of herbicides, pesticides, chemicals, preservatives, colors or additives and contains exactly what is on the label – nothing more or less! Comes with a 90-Day 100% Money Back Guarantee &amp; Kids eat virtually free, so what do you have to lose?</p>	<p><i>Briefly review “One Simple Change” program with them; Ask “Would you like to be on my invitation list for upcoming events and webinars? There are always fun and educational events on nutrition and prevention and wellness and we have some AMAZING speakers (Doctors, Nurses, Nutritionists, Dentists, Professional Athletes and more!) who come to town every 1-3 months... These events always free to customers and their guests!”</i></p> <p><i>Is there someone you know looking for optimum nutrition or who have health concerns who might be interested in looking at Juice Plus+. Would you like to set up an appointment to call them together or invite them to an event? Please let me know – I am here to help!</i></p>

## Web Walk Closing Verbiage (Inspired by Kim Douglas)

Take your prospect to the "store" by clicking on "Buy" Review the featured item, then scroll down as needed to review other products...

Then say:

Now you can see why I'm so excited to share this information with you.

If you're as excited as I am, I'd love to help you get started with Juice Plus+.

As you can see JP is affordable! For as little as \$1.49, \$2.38 to \$4.43 per day, you receive the wide variety of 20, 30 or even 50 Whole Foods every day.

Remember, our product has been around for more than 20 years and has more than 30 published clinical studies, plus more studies in process all over the world! It is batch tested and guaranteed to be free of any herbicides, pesticides or any other chemicals, additives or coloring. It is Kosher, Gluten Free, and both NSF and NSF Sport Certified.

We have simply added this to our food budget, as that's what Juice Plus+ is: Whole Food Nutrition! It's concentrated food – Like a salad bar in a capsule!

[Plus Juice Plus+ replaces the need for any multivitamins or other supplements, with the exception of Omega 3 (Fish) Oil, Vitamin D3 (which is actually a hormone our bodies produce only when exposed to sunlight) and, in some rare cases, a Calcium supplement with Magnesium and D3. Anyone who does not eat red meat may consider adding B12.]

Also remember that your children\* (Grandchildren) can receive JP+ free for 4 years through the Children's Health Study; please let me know if you would like more information on how this works... (\*College age 18+ if undergrad and also Active Military and Dependent Disabled Adults!)

Tell me, I'm eager to know, what about this makes sense to you?

(Listen)

Are you ready to get going then? Great! I'd love to help you place your order...

We have three packages to choose from:

The GOLD Package includes: One Complete Shake per day (x2 orders) and ALL three powder blends: Orchard, Garden and Vineyard DAILY for only \$132.75 per month per adult.

The SILVER Package includes: ALL three powder blends: Orchard, Garden and Vineyard. (Capsules cost \$71.25 total per month (or with chewables the cost is \$76.75 total per month.)

The Bronze Package includes: Only the Orchard and Garden Blends. (Capsules cost \$44.50 total per month or with chewables the cost is \$47.50 total per month.)

Which package would you prefer?

(I generally recommend that if they are very active/athletic or have ANY kind of health concern, family history, etc., that they choose the Gold Package!)

If there is any hesitation, remind them their Juice Plus+ comes with a 90-Day, 100% Money Back Guarantee!

When prospect says yes, I take down their information on a paper order form:

Name (Billing and Shipping, if Different!)  
Address (Billing and Shipping, if Different!)  
Phone Number(s)  
Email Address

Payment Information (Any type of credit or debit card – Need only the credit card number and expiration date or they can pay via an EFT draw from Checking or Savings, in which case you need the Bank ABA Routing Number (Always 9 digits – the number farthest to the left at the bottom of the check) and their account number. Shred this once the order is entered!!!

I finish our interaction by thanking them and letting them know that I will be following up with them once a month make sure everything is going okay. I invite them to our Customer Care Facebook Group and do the “Customer Experience Survey” and discuss our “One Simple Change” program. I also tell them that at 60 Days I will share our Juice Plus+ Experience survey with them so they can be on the “look out” for change and that at 90 days we will complete the survey together to see all of the wonderful things that Juice Plus+ is doing for them...

I also say something like, "Do you know anyone who has a passion for health and is looking for meaningful work? I need help in sharing our Mission of Health and Wealth around The World. Our company is rapidly growing and we're having so much fun making a difference in the lives of others..."

They may be interested themselves or know someone who is; regardless, you have planted the seed that you are a business person.