

3-Way Connection Calls

The Value of a Connection Call

Connecting your mentor with a prospect, customer or team member can be a wonderful tool for validation. It can move prospects to customers; customers to distributors; and distributors to distributors with goals.

Inviting to the Call

Say “I’d like for you to meet my friend Julie. She’s been sharing Juice Plus+ for 16 years. She was a fitness professional for 23 years. She’s a mom like you and I can’t wait for you to hear about her experience. What would be some good times for us to call Julie? (Get 2-3 times and then check with Julie)

Prior to the call

Send a VOXER message to your mentor with information about your guest.

Your responsibilities on the call

Begin the call by thanking everyone and then introducing your friend to your mentor. *“Julie has been sharing this wonderful gift of health for 16 years and I know you are going to enjoy hearing about her experience. Julie and her husband Joel live in Boca Raton, FL with their 2 children.”* Etc.” After your introduction, your responsibility is to just listen on the call. Take notes during the call of things that stand out so you can follow up on suggestions, next steps shared during the call. This is your chance to learn so that one day you can do this same call for your team members.

Mentor responsibilities on the call

Begin the call by thanking them, commenting about them, complimenting them or congratulating them. Ask questions to learn more. Ask them to share their Juice Plus+ experience. Share your story and dreams you have realized. If they are a new team member ask questions about their WHY. Invite them to the next event. Always end the call by edifying their mentor.

Set up a VOXER Chat group as an alternative

1. If needed, set up a VOXER chat group instead of a live connection call
2. If needed, text a VOXER message from the mentor to the guest