

Welcome to your juice plus business and personal franchise!

This manual will contain everything you need to know about the business and your office from the day you start. Most of the information in this manual will be very basic, as you progress in the business you will learn more and more. I am giving you this manual because I know how daunting the online office can be, all the terms and phrases, the positions, the commissions etc, but don't worry I promise it gets easier!

This business has the power to change your life and your loved ones, there are endless opportunities for promotions, bonuses, events, travelling, uncapped earnings and best of all we have a fantastic product!!

Well done on making a very good decision to join this business, you couldn't have done it at a better time. The growth in this company is unbelievable at the minute, all thanks to individuals like yourself.

Many people think that juice plus is just some fad diet like every other product out there, what they don't realise is that NSA the makers of juice plus have been around for 40 years and never once had to borrow money to expand. Juice plus was created when the founder Jay Martin saw a craze back in the 80s of people juicing fruits and vegetables to get goodness and their 5 a day, he took this concept and created the juice plus capsules, the flagship of our business 20 years ago! The juice plus complete shakes that many of us know were created back in 2000; it has never been and never will be a weight loss shake. I won't go into too much detail about the product; I highly suggest attending an event about the products where you can learn from doctors, athletes and nutritionists.

FACT: the capsules are the best product, always have been and always will be, if you're not on them I suggest you take them, the benefits from this product are endless, and taking this product will help you explain more about them to others.

Contact details

UK office: 01628 918115

Milan office: 0845 084 8890 (customer enquiries only)

salesupport@nsamilan.com

service@juiceplus.co.uk

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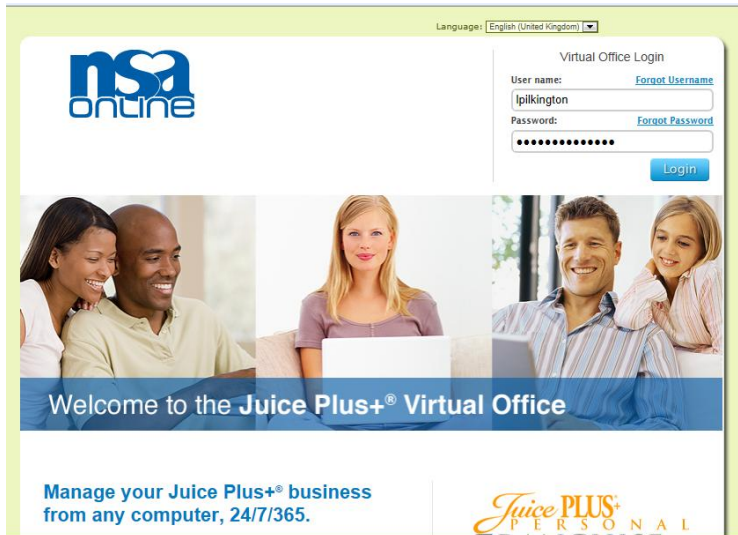
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Online Office

When you first sign up to the NSA juice plus business you will receive and email with your log in details, after following the instructions you are presented with your online office

The virtual office can be used for everything in your business, from submitting orders, editing customer accounts, and overview of your team, running reports and the list goes on, it can be very confusing at first which is why I'm going to show you the basics.

Login page



Home page



When you first sign up your office will look different to mine.

It will say good morning..... DLR

You also won't have any alerts

The section with the numbers at the side will be blank also

I will go into this more later on.

Submitting customer orders

Juice plus is in many different countries, all you have to do is use the drop down menu at the top of your office to change country, prices differ and are not always correct

The screenshot shows the Juice Plus website home page. On the left, there are sections for 'My Alerts', 'Quick Links', and 'My Calendar'. The 'Quick Links' section includes links for Facebook, YouTube, Newsletter, and Nutrition PLUS+. A prominent link for 'Submit Customer Order' is visible. The 'My Calendar' section shows the date as Monday, 21 October 2013, and lists '419 tasks today'. On the right, there is a 'Pioneer Project' section with links for Website, Brochure, and Video, and a 'Juice PLUS+® SHAPE' section with a link for 'JP SHAPE Products PCP Form'.


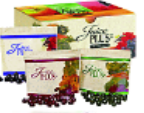






On your home page scroll down to submit customer order and click on the link.

The screenshot shows the 'Submit Customer Order' form. At the top, there are navigation tabs: MY PROFILE, MY PROSPECTS, MY CUSTOMERS, MY TEAM, TRAINING, TOOLS, EVENTS. The form title is 'Submit Customer Order' with a note 'Items in red are required.' Below this, there are two main sections: 'Select Payment Option' and 'Select Juice PLUS+® Products (Net Prices)'. The 'Select Payment Option' section has two radio buttons: 'Installment Plan' (selected) and 'Pay In Full'. The 'Pay In Full' option is highlighted in red. The 'Select Juice PLUS+® Products' section is a table with columns for Description, RVC, Pay In Full, 4-Month Install, and Quantity. The table lists several products with their respective prices and 'Add to Cart' buttons.

Description	RVC	Pay In Full	4-Month Install	Quantity
JP+ PREMIUM	200.00	187.50	48.12	<input type="text"/> Add to Cart
JP PREMIUM SOFT CHEWABLES	130.00	126.66	32.91	<input type="text"/> Add to Cart
JP+ SOFT CHEWABLES	80.00	81.66	21.25	<input type="text"/> Add to Cart
JP+ GR/UK	139.00	122.50	31.45	<input type="text"/> Add to Cart
JP+ VINEYARD	67.00	65.00	17.08	<input type="text"/> Add to Cart
JP+ COMPLETE MIXED (6)	108.00	99.00	26.00	<input type="text"/> Add to Cart

At the top of the page you are directed to you will have a choice of pay in full or monthly. I have chosen pay in full so I can show you an option that appears only when you pay in full

The image shows two boxes of Juice Plus products. Below the image is the text: 'Submit Customer Order'. To the right of the image is a promotional message: 'The first 100 days programme helps you keep track of each and every one of your customers during the critical 90-day period of the first 100 days. The goal is to provide the follow-up connections with your new customer in the first 100 days, approximately once every 100 hours. NSGA will send you e-mail reminders to call your customers along with suggested talking points. In addition, you will receive an alert on your NSGA Online Office Home Page before the second box of Juice Plus+® is shipped.'

Select Juice PLUS+® Products (Net Prices)					
	Description	RVC	Pay In Full	4-Month Install	Quantity
	JP+ PREMIUM	200.00	187.50	48.12	<input type="text"/> Add to Cart
	JP PREMIUM SOFT CHEWABLES	120.00	126.66	32.91	<input type="text"/> Add to Cart
	JP+ SOFT CHEWABLES	80.00	81.66	21.25	<input type="text"/> Add to Cart
	JP+ GR/UK	133.00	122.50	31.45	<input type="text"/> Add to Cart
	JP+ VINEYARD	67.00	65.00	17.08	<input type="text"/> Add to Cart
	JP+ COMPLETE MIXED (6)	108.00	99.00	26.00	<input type="text"/> Add to Cart
	JP+ COMPLETE CHOCOLATE (6)	108.00	99.00	26.00	<input type="text"/> Add to Cart
	JP+ COMPLETE VANILLA (6)	108.00	99.00	26.00	<input type="text"/> Add to Cart

You have a list of product to choose from, in order here is what they are with the correct prices, as some of the prices do not include tax

Juice plus premium chewables: 12 bottles, 4 fruit, 4 veg and 4 vineyard.

Monthly: £57.76 x4

Pay in full: £225

Juice plus premium chewables: 6 pouches, 2 fruit, 2 veg, 2 vineyard

Monthly: £39.50 x4

Pay in full: £152

Juice plus soft chewables: 4 pouches, 2 fruit, 2 veg

Monthly: £25.50 x4

Pay in full: £98

Juice Plus capsules: 8 bottles, 4 fruit and 4 veg

Monthly: £37.75

Pay in full: £147

Vineyard capsules: I would only recommend these to people who have bought the fruit and veg and want to purchase these before their next batch of capsules are shipped in which case you can then change it to the premium









Juice Plus complete shakes: 6 tins, either 6 vanilla, 6 chocolate or 3 vanilla 3 chocolate

Monthly: £26

Pay in full: £99

- 3 Month Instalment (JP SHAPE only)
- 4-Month Instalment

Select Juice PLUS+® Products (Net Prices)

Description	RVC	Pay In Full	4-Month Instal	Quantity	
 JP+ PREMIUM	200.00	187.50	48.12	<input type="text"/>	<input type="button" value="Add to Cart"/>
 JP+ PREMIUM SOFT CHEWABLES	120.00	126.66	32.91	<input type="text"/>	<input type="button" value="Add to Cart"/>
 JP+ SOFT CHEWABLES	80.00	81.66	21.25	<input type="text"/>	<input type="button" value="Add to Cart"/>
 JP+ GR/UK	133.00	122.50	31.45	<input type="text"/>	<input type="button" value="Add to Cart"/>
 JP+ VINEYARD	67.00	65.00	17.08	<input type="text"/>	<input type="button" value="Add to Cart"/>
 JP+ COMPLETE MIXED (6)	108.00	99.00	26.00	<input type="text"/>	<input type="button" value="Add to Cart"/>
 JP+ COMPLETE CHOCOLATE (6)	108.00	99.00	26.00	<input type="text"/>	<input type="button" value="Add to Cart"/>
 JP+ COMPLETE VANILLA (6)	108.00	99.00	26.00	<input type="text"/>	<input type="button" value="Add to Cart"/>

I have entered the quantity and pressed add to cart, now all I have to do is proceed to checkout

Submit Customer Order

Shopping Cart Contents:

Product	Qty	Price
JP+ COMPLETE VANILLA (6)	1	99.00

The first 100 days programme helps you keep track of each and every one of your customers during the critical evaluation period of the first 100 days. The goal is to provide ten follow-up connections with your new customer in the first 100 days, approximately once every two weeks. NSA will send you e-mail reminders to call your customers along with suggested talking points.

In addition, you will receive an alert on your NSA Online Office Home Page before the second box of Juice Plus+® is shipped.

Shipping Information

First Name
Last Name
Shipping Address
please don't enter addresses with "" , ;
Post Code (i.e. ST4 2QY)
City
County
State
Country UK
Phone Number
Mobile Number
E-Mail Address

Submit Customer Order

Entering your customer's information will ensure order.

Enter the customer's details in the top section, and scroll to the bottom of the page where payment details are needed

Billing Information

Use Shipping Address

First Name
Last Name
Address
Address2

Post Code (i.e. ST4 2QY)	<input type="text"/>
City	<input type="text"/>
County	<input type="text"/>
State	<input type="text"/>
Country	UK
Phone Number	<input type="text"/>
Mobile Number	<input type="text"/>

Order Processing Date

Your Products will be shipped as soon as your order is processed. Your credit card will be charged the value plan price plus applicable taxes, shipping and handling charges at the frequency checked below. Please be aware that you may cancel your shipments at anytime.

Frequency your order will ship:

- Monthly Every Two Months Every Four Months

Payment Information

Payment Method

Note: Items listed in Red are required to process the order.

Only when paying in full are you given this choice, always click on 4 months

All orders are a repeat o going process, if you click one month the product will be shipped every month

After entering all details, click continue, double check the details and process the order. After you have confirmed and processed the order you will be given a code UKWA... , keep this number just in case you need to contact the office

Edit customer account

The tool bar at the top of your online office will be very useful, have a look about and see what things are

To edit a customer account, click on my customers, edit customer account

Enter their name and press search

Click on the number at the side of their name

You will be directed to their account where you can edit their account

You cannot edit their order if they have not paid or if they are a child health study customer. Accounts that cannot be edited online will show in blue after searching for their name, please contact the office if you require assistance

Phrases and meanings

Sponsor/upline: The person who invited you to the business,

Downline: Team members that you and your team have sponsored

Frontline: Team members that only you have sponsored, these are the people who are directly underneath you

RVC: A number attached to every product, this is the amount that will total your volume, e.g. shakes RVC 27 or 108

Volume: Total of RVC required for your title e.g. SDD

PB: When you hit the position SDD you can qualify for PB, this is performance bonus from you, your DLRs and DDs, you must hit 1250 RVC to qualify for PB and be paid commission on your team

POB: When you hit the position SC you can qualify for POB, this is promote out bonus from you, your DLRs and DDs and SDDs, you must hit 3750 RVC to qualify for POB

Clubs: This is an SDD or above qualifying for PB, recognised clubs are 3, 6, 12, 24, 39, and 100

Payline: At SC the positions after this will require a certain amount of payline rather than volume. Payline is the amount of money coming through your business in one month, e.g. 7x monthly shake orders= 7 x £26= 182 payline

PB leg: you need PB legs for positions after sc. a PB leg is a distributor in your frontline who is SDD or above and qualifying for PB

POB leg: SC or above in your frontline qualifying for POB

DLR: Dealer, this is the start position

DD: Direct distributor

SDD: Senior Direct distributor

SC: Sales coordinator

SSC: Senior sales coordinator

QNMD: Qualifying National Marketing Director

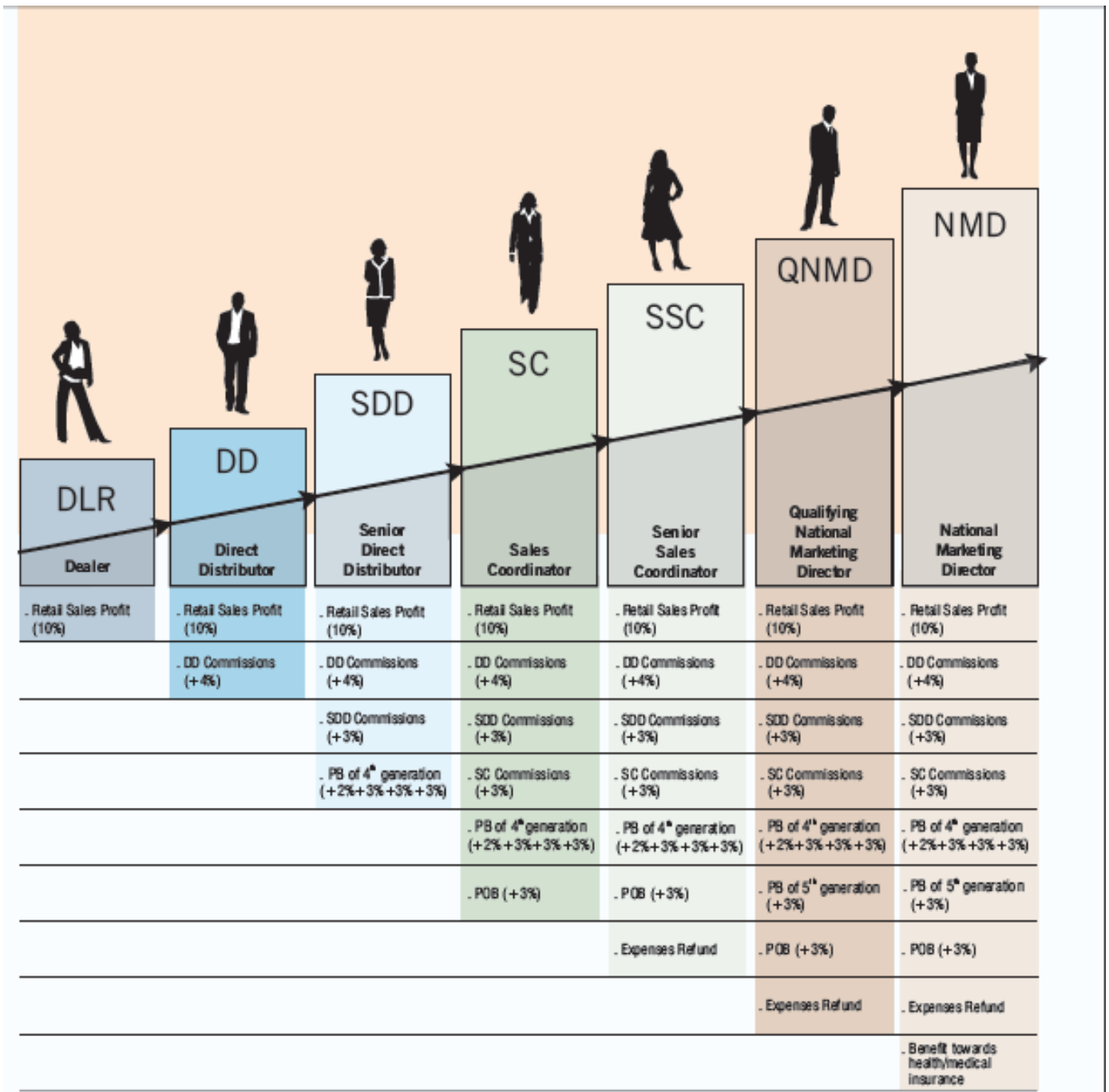
NMD: National Marketing Director, this was the top position in the business until recently

IMD: International Marketing Director

EMD: Executive Marketing Director

PMD: Presidential Marketing Director

The marketing plan and progression ladder



This Diagram can be found on your online office

Training

Personal Franchise Manual

Chapter 5

in the business you start at DLR and work your way up, everybody has the same opportunity, the same products and the same marketing plan, its up to you what you do with it. If somebody has gotten to the top of the marketing plan then so can you, why? Because we all have the same options.

Progressing

DLR → DD → SDD

To get to DD you must process 625 volume from your customer orders

To get to SDD from DLR you must do the following

- Gain 2500 volume in 1 calendar month
- 625 must be your personal volume
- no more than 60% of the business can come from one leg

This means from the 1st of any month you must do 2500 volume which is made up of RVC, every product has a different RVC (shakes 27, 108, premium capsules 50, 200). If you happen to gain team members their volume is added to yours, but you must do 625 of your own.

A calendar month is defined:

1st Oct – 31st Oct

6th Oct- 31st Oct

20th Oct- 31st Oct

Etc

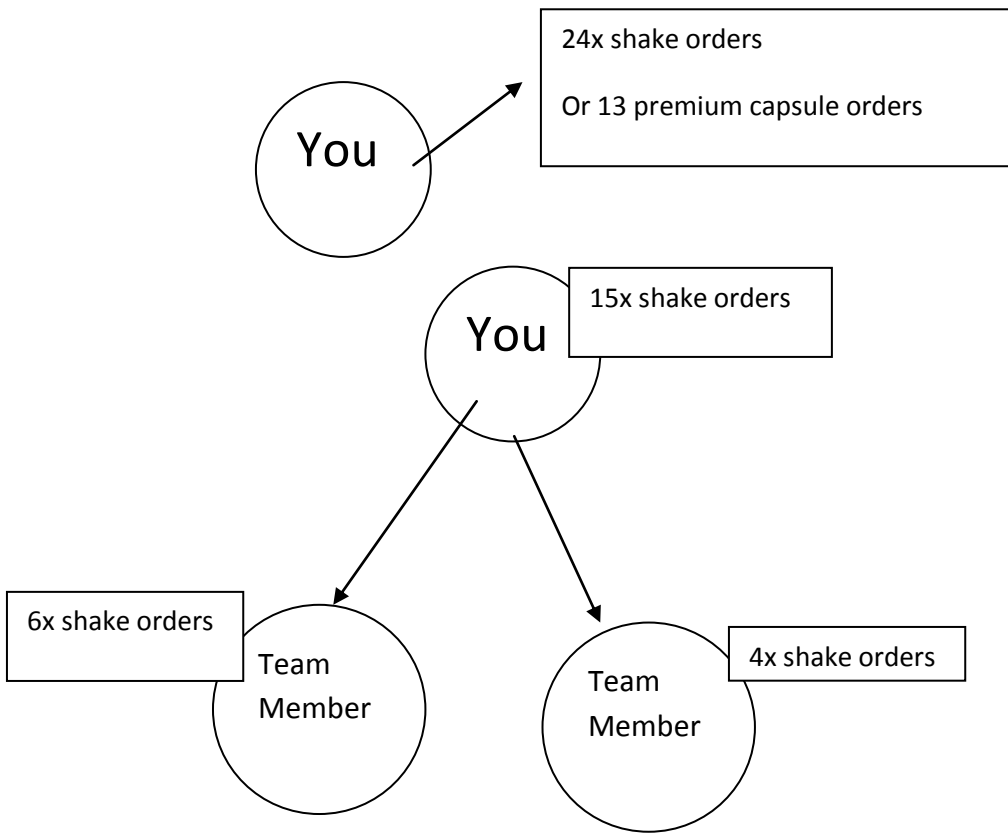
If you sign up on the 25th of any month you have until the end of the following month

e.g.: 25th Oct- 30th Nov

If you do the following you will be promoted to SDD with at £180 bonus plus commission, you must do this the following month to gain a £270 and confirm your position

Do not worry if you don't do this in your first month, you can try again the month after and the month after but any RVC you have done in previous months will not be carried over

Below are diagrams of how SDD can be achieved

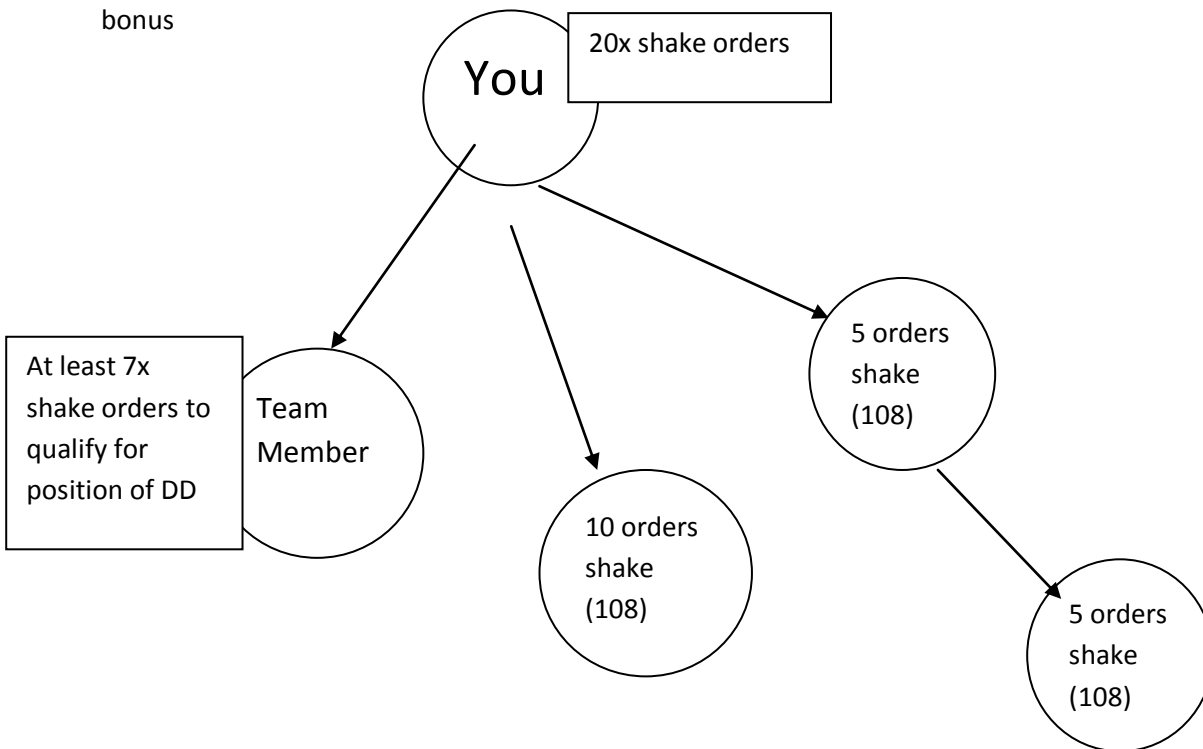


SDD → SC

You must:

- 5000 volume in 1 calendar month
- 1 DD team member (625 volume)
- no more than 60% of the business can come from one leg

This means you and your team must process 5000 volume made up of RVC in one calendar month, you can have as many team members as you like helping but one team member must be at least a DD. you must do this in one month to receive a £450 bonus and again the next month for a £850 bonus



SC → SSC

You need

-2 PB legs

-7500 Payline in 1 month

- No more than 60% of the business can come from one leg

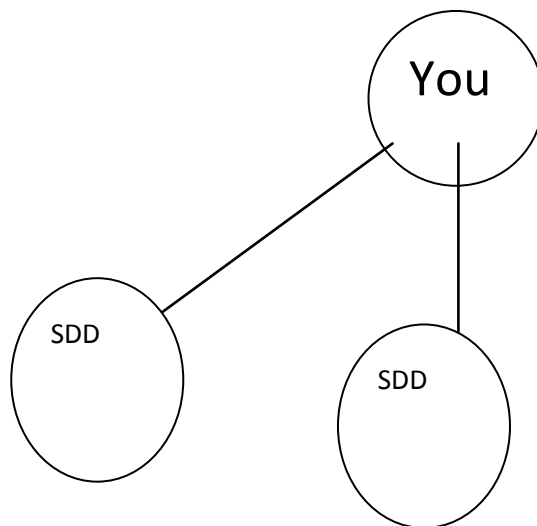
7500 payline is the amount of money coming through your business that month

e.g.: shakes £26 or £99

PB leg is an SDD or above that has confirmed both months making 1250 a volume each month

You must do this in one month and then confirm it the next and the next for a £2700 bonus

EG October you make SSC, you must do the requirements in November and December also for your bonus in January



SSC → QNMD

You need

-3 PB legs

-15000 Payline in 1 month

- No more than 60% of the business can come from one leg

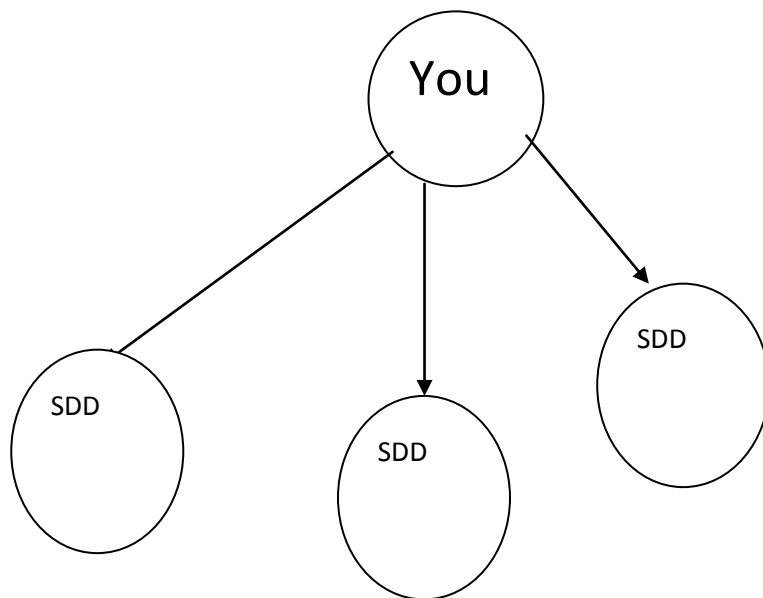
15000 payline is the amount of money coming through your business that month

e.g.: shakes £26 or £99

PB leg is an SDD or above that has confirmed both months making 1250 a volume each month

You must do this in one month and then confirm it the next and the next for a £5400 bonus

EG October you make QNMD, you must do the requirements in November and December also for your bonus in January



QNMD → NMD

You need

-4 PB legs

-30, 000 Payline in 1 month

- No more than 60% of the business can come from one leg

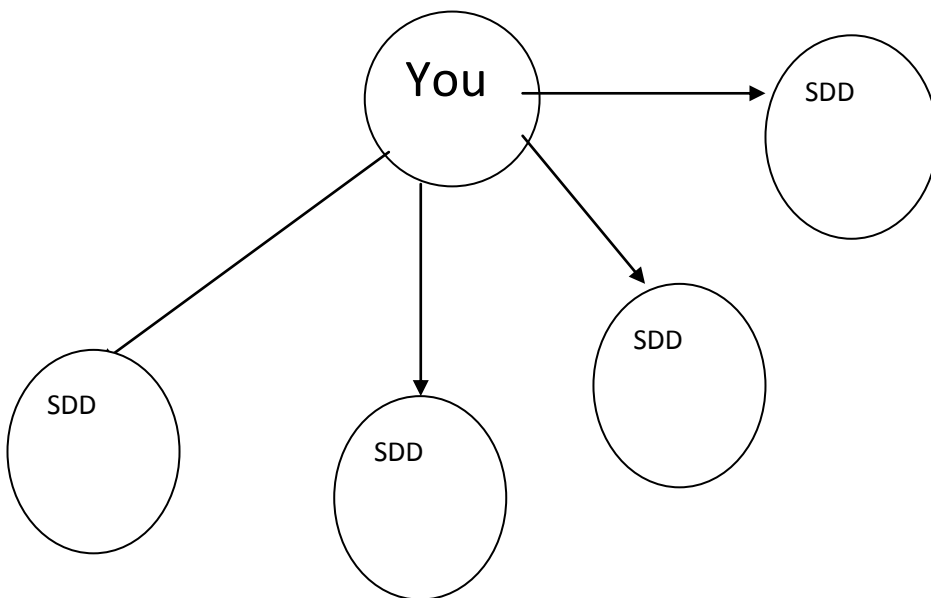
30, 000 payline is the amount of money coming through your business that month

e.g.: shakes £26 or £99

PB leg is an SDD or above that has confirmed both months making 1250 a volume each month

You must do this in one month and then confirm it the next and the next for a £10,800 bonus

EG October you make NMD, you must do the requirements in November and December also for your bonus in January



NMD → IMD

You need

-4 PB legs

-60, 000 Payline in 1 month

- No more than 60% of the business can come from one leg

60, 000 payline is the amount of money coming through your business that month

e.g.: shakes £26 or £99

PB leg is an SDD or above that has confirmed both months making 1250 a volume each month

You must do this in one month and then confirm it the next and the next for a £21,500 bonus

EG October you make IMD, you must do the requirements in November and December also for your bonus in January

IMD → EMD

You need

-4 PB legs

-90, 000 Payline in 1 month

- No more than 60% of the business can come from one leg

90, 000 payline is the amount of money coming through your business that month

e.g.: shakes £26 or £99

PB leg is an SDD or above that has confirmed both months making 1250 a volume each month

You must do this in one month and then confirm it the next and the next for a £32,500 bonus

EG October you make EMD, you must do the requirements in November and December also for your bonus in January

EMD → PMD

You need

-5 PB legs

-120, 000 Payline in 1 month

- No more than 60% of the business can come from one leg

120, 000 payline is the amount of money coming through your business that month

e.g.: shakes £26 or £99

PB leg is an SDD or above that has confirmed both months making 1250 a volume each month

You must do this in one month and then confirm it the next and the next for a £43,500 bonus

EG October you make PMD, you must do the requirements in November and December also for your bonus in January

Rules

These guidelines have been set by NSA to protect the brand and yourself, you must follow these rules or NSA may remove you from the business

- you cannot have juice plus, JP, juicy or any other abbreviation in your name
- you cannot post on buy and sell sites, eBay, gumtree etc
- we cannot make any medical claims about the products at all
- do not approach other peoples customer or potential distributors, this is rude and against our values
- lead by example: take the product, attend events, be positive
- have respect for the office and colleagues, everything they do is for our benefit
- be on your best behaviour, when something is posted online, it is out there for the world to see
- don't jump in uninvited on any posts , photos and avoid all hostile situations
- take your juice plus story offline, if you're not ready to then your story isn't need online
- do not lie to potential customers/distributors, we don't need to, we have one of the best products and business plans around
- do not post about your earnings publically and claim you can make thousands in your first month
-

Events/webinars/conference calls

As your new to the business, myself and many leaders in the business highly recommend that you attend as many events as possible. There are events, training, super Saturdays, regional's up and down the country and we are so lucky to have so so many of them. In many other countries people have to travel hours to get to the closest one and have to wait months to learn from them. Make the most of these events, there is at least 1 every week, we even have conference calls and webinars at least once a week so there is no excuse to be missing out on vital information that can help grow your business

Why attend events

- Learn about the product to advice clients better
- Learn about the business to help yourself and your team grow as quickly as possible
- Meet new people and friends, these are the guys that will keep you going, offer help and advice, hook up with your distributor if they in a different area
- Learn what the leaders did so you can duplicate them
- Bullet proof yourself against negative people and comments online, you will have learnt more about the product and business form professionals that you can use to educate negative people, and these people will be there to back you up when you need it
- They inspire and motivate you so much
- If you can, go to an international event like Nice, learn from international speakers and the most successful people in the business and the highest paid!
- The atmosphere will blow you away
- You will be recognised for your positions, sometimes on stage and even with gifts
- You will become part of the juice plus family and meet some amazing people that will be your friends for life
- If you're having a bad day, events will soon change your mood!
- We have the most fun ever, these aren't like normal events other companies have, these are fun with parties and meals etc

Expand your business and take charge! If you're unsure when the next event will be or the closest have a look on a page called Juice plus events or ask your upline.

Recommended Tools

If you are looking for a bit of positivity or motivation I suggest one of the following books/CD/DVD

The 45 second presentation

How to build your network marketing business

Go Pro

The Secret

The vision board

Network marketing for dummies

Useful Links

<http://www.juiceplus.co.uk/en-gb/home.html>

<http://www.juiceplusfacts.com/>

<http://www.juiceplussports.eu/uk/>

<http://www.juicepluschildren.info/uk/>

<https://www.nsaonline.co.uk/esuite/control/main>

Facebook groups

Juice plus events

Juice plus financial freedom – for news, promotions etc

Your upline should also have their own support group for their downlines to help them and stop the financial freedom page getting clogged with questions that your upline can answer

Tips & Tricks

- Have a passion about the product, love it, be excited, why are you on the product?
- Don't be a sales person, nobody likes to be sold anything, all you have to do is share your experience and others experiences, be passionate and help people make a decision to be healthier
- Believe in yourself and the product, if you don't who will believe you?
- Build a relationship with your customers and distributors, asking them questions opens a lot of doors and creates a good strong conversation, ask them their goals, ask them what they did at the weekend, get a feel for their lifestyle, you never know they may become a friend for life
- Don't always rely on Facebook, what did everybody do before it? We had personal conversations. Facebook can cause so many problems by misinterpretation
- Step out of your comfort zone, it's the only way your confidence will grow and in turn your business will grow
- create a list of contacts, this can be mutual friends, family, close friends, neighbours etc, and share your juice plus story with them, never stop adding to your list and never give up on a potential customer/distributor if you do it's over, stay in contact with them at least
- speak to at least 2 new people every day, it doesn't even have to be about juice plus, create a relationship and add them to your list
- Keep your Facebook and other social media pages clean. Basically be professional, you represent YOUR business and the company, so no bad language, bullying, arguing, negativity etc. who would want to change their life and be happier with somebody who moans all the time all over Facebook
- WALK THE WALK: this is a big one!! What does your health coach look like? What food do they keep in their fridge? which would you approach
 - o A) somebody who always posts about their night out, hangover, how many takeaways they have had, how much they love diet coke, how lazy they are and want to stay in bed all day
 - o B) somebody who always posts about the gym, how positive their day is going to be, what they are having for tea, what meal ideas they have, how much weight they have lost, how happy they are etc

I know which one I would choose

- Attend as many events as you can, even if they are the same speakers, you never know they might say one new thing that could change you mindset and life forever
- Keep your Facebook positive and create a buzz! So many people will want to look at your Facebook if it's colourful, interesting, happy, inspiring and motivating. Nobody will want to look everyday if it's full of boring negative status. if you in a bad mood speak to your upline, don't ruin the buzz you have created with one negative status
- Let the negatives from others fuel your fire, they have been kind enough to read your status and interested enough to comment, not only that by commenting they have shared your status with every friend they have. Creating even more interest about the product. Simply

delete the comment and forget about it, some people need educating about our opportunity and some people can't be helped

- Always lead with the product and never the business. Your clients become your best distributors so look after them well.
- Lead by example, your team will copy you. if you want them to be successful go to events, introduce them, always be positive and happy
- Keep posting on your Facebook/twitter etc. you may have spoken to over 100 people on Facebook, unfortunately life gets in the way whether its kids, work, family drama. the more you post on Facebook at peak times the more you remind people about what they already know, keep it fresh in their minds
- hold your own events, it boosts your business massively, whether this be an in home event with some nibbles and samples or booking an event for 100 people
- Take charge, it's your business, your sponsor and downlines can't do it for you, only you can, if you want success go and grab it!!
- Take as many products as you can. the more you take the better you will feel plus whatever you take you can talk about and share with others, boosting your options and customer base
- Your own progress speaks 1000 words! Post your pictures, weight loss, inch loss, how you feel. the people on your Facebook know and understand you, they don't know sally from Spain and how much she lost and most of the time they don't care, they think it's a scam because they don't know her
- if you want longevity in this business build a team, its quality over quantity, I'd rather have 5 hard working team members than 20 people who don't do anything
- hold personal team training in a local coffee shop, keep the moral high
- make yourself known at events, introduce yourself, nobody will be rude or ignorant and if they are then they are in the wrong business
- be yourself, let your personality show through to others and through your Facebook, let people know you are a real person and not a sales robot
- Most of all HAVE FUN, if you're not enjoying this experience then you're not doing it properly

To do list

Attend your first event as soon as possible!!

Create a list with 100 names and keep adding to it daily

create a vision board with all the things you want in life, e.g., what position would you like to be and when, what car do you want, where have you always wanted to go on holiday. Dream big!!

Get on the capsules

Buy at least one motivational book (the secret) and one business book

Print of the application form from your online office, fill it in and send it/fax it off to NSA. This can be found under Tools, Forms and applications, application form

Other

I hope this manual will be of some use to you and your team, if you do not understand anything or would like to know more about a certain topic then ask your upline that is what we are here for. If they are unsure tell them to ask their upline etc.

I know everything is not covered properly in this document and I may have missed a few things out, feel free to download it and edit it for your team as I will for mine. There may be a few spelling mistakes here and there also, I'm only human.

The juice plus financial freedom page has quite a lot of files and documents to help with certain aspects of the business so take a look at them also.

Have a look and a play with the online office yourself, I find that the best way to learn and remember things.

We are paid on the 10th of every month, please make sure the office have received your application forms to they have bank details saved

Have fun with this business, everybody can get to the top!

Remember the products are not weight loss products, never have been and never will be, they are a foundational product that can be used for various things

Always get people to speak to their GP if they are unsure

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