

# PERSONAL PROFILE WORKSHEET

W . I . T . T . ~ F . O . R . M . ~ S . I . G . N

## 1. W.I.T.T. WHAT'S IMPORTANT TO THEM

As we build relationships, it's valuable to discover what's important to each other. This worksheet is designed to get to know each other better and very useful for 3-way calls. It helps the leader prepare more thoughtfully. It helps the person who sets up the call communicate what's important to the people they invite. Finally, the person invited to the call will have a better experience as a result of our planning.

*Complete the following information*

Name: \_\_\_\_\_ Age: \_\_\_\_\_ City/State: \_\_\_\_\_

When & Where did you meet?: \_\_\_\_\_

Purpose of call: \_\_\_\_\_

Describe interest level: \_\_\_\_\_

## 2. F.O.R.M. FAMILY ~ OCCUPATION ~ RECREATION/HOBBIES ~ MOTIVATION

**Personal Information:** Complete what you know about their F.O.R.M.

**F:** Family/Friends: \_\_\_\_\_

**O:** Occupation: \_\_\_\_\_

**R:** Recreation/Hobbies: \_\_\_\_\_

**M:** Motivation/Mission/Money/Message: \_\_\_\_\_

## 3. S.I.G.N STRENGTHS ~ INTERESTS ~ GOALS ~ NEEDS

**Personal Attributes:** Complete what you know about their S.I.G.N.

**S:** Strengths: \_\_\_\_\_

**I:** Interests: \_\_\_\_\_

**G:** Goals: \_\_\_\_\_

**N:** Needs: \_\_\_\_\_

# POTENTIAL TEAM MEMBER PROFILE

## GET TO KNOW YOUR POTENTIAL TEAM MEMBER

Name: \_\_\_\_\_ Age: \_\_\_\_\_ Phone: \_\_\_\_\_

City/State: \_\_\_\_\_ Current Occupation: \_\_\_\_\_

Family Information (spouse/children): \_\_\_\_\_

### JUICE PLUS+ / TOWER GARDEN EXPERIENCE

Start Date: \_\_\_\_\_

What results have they experienced? \_\_\_\_\_

Are they referring friends and family? \_\_\_\_\_

What exposures have they had? \_\_\_\_\_

### CHARACTERISTICS

- Entrepreneurial \_\_\_\_\_
- Health Conscious \_\_\_\_\_
- People-Person (high energy) \_\_\_\_\_
- Proactive / Self-Starter \_\_\_\_\_
- Teachable \_\_\_\_\_
- Credible \_\_\_\_\_

### PERSONAL

What is the most significant thing about this person that makes you feel they would do well in the Juice Plus+ 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? \_\_\_\_\_