

The 90-day Sprint Stat-tracking Sheet

POINTS	1	3	2	2	2	2+	3	3	2-4	1			
WEEK 1	New Exposures Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity, because its 3 times easier)	Follow Ups Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous times tell them they are welcome	3-ways	LD Packs	Sit Downs	Briefing/ Lunch Attend - 2 Guest - 2	PBR	PCC	Training Basic - 2 SS - 4 Other - 2	Team Call	Total	Sales	Recruits
GOAL													
DAY 1													
DAY 2													
DAY 3													
DAY 4													
DAY 5													
DAY 6													
DAY 7													
TOTAL													
POINTS	1	3	2	2	2	2+	3	3	2 - 4	1			
POINTS WEEK 2	New Exposures Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity, because its 3 times easier)	Follow Ups Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous times tell them they are welcome	3-ways	LD Packs	Sit Downs	Briefing/ Lunch Attend - 2 Guest - 2	3 PBR	PCC	Training Basic - 2 SS - 4 Other - 2	Team Call	Total	Sales	Recruits
	Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity,	Follow Ups Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous		LD	Sit	Briefing/ Lunch Attend - 2			Training Basic - 2 SS - 4	Team	Total	Sales	Recruits
WEEK 2	Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity,	Follow Ups Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous		LD	Sit	Briefing/ Lunch Attend - 2			Training Basic - 2 SS - 4	Team	Total	Sales	Recruits
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WEEK 2 GOAL DAY 8	Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity,	Follow Ups Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous		LD	Sit	Briefing/ Lunch Attend - 2			Training Basic - 2 SS - 4	Team	Total	Sales	Recruits
GOAL DAY 8 DAY 9	Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity,	Follow Ups Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous		LD	Sit	Briefing/ Lunch Attend - 2			Training Basic - 2 SS - 4	Team	Total	Sales	Recruits
GOAL DAY 8 DAY 9 DAY 10	Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity,	Follow Ups Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous		LD	Sit	Briefing/ Lunch Attend - 2			Training Basic - 2 SS - 4	Team	Total	Sales	Recruits
GOAL DAY 8 DAY 9 DAY 10 DAY 11	Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity,	Follow Ups Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous		LD	Sit	Briefing/ Lunch Attend - 2			Training Basic - 2 SS - 4	Team	Total	Sales	Recruits
GOAL DAY 8 DAY 9 DAY 10 DAY 11 DAY 12	Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity,	Follow Ups Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous		LD	Sit	Briefing/ Lunch Attend - 2			Training Basic - 2 SS - 4	Team	Total	Sales	Recruits



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POINTS	1	3	2	2	2	2+	3	3	2-4	1			
WEEK 3	New Exposures Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity, because its 3 times easier)	Follow Ups Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous times tell them they are welcome	3-ways	LD Packs	Sit Downs	Briefing/ Lunch Attend - 2 Guest - 2	PBR	PCC	Training Basic - 2 SS - 4 Other - 2	Team Call	Total	Sales	Recruits
GOAL													
DAY 15													
DAY 16													
DAY 17													
DAY 18													
DAY 19													
DAY 20													
DAY 21													
TOTAL													
POINTS	1	3	2	2	2	2+	3	3	2-4	1			
POINTS WEEK 4	New Exposures Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity, because its 3 times easier)	Follow Ups Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous times tell them they are welcome	2 3-ways	LD Packs	Sit Downs	2+ Briefing/ Lunch Attend - 2 Guest - 2	PBR	PCC	2 - 4 Training Basic - 2 SS - 4 Other - 2	Team Call	Total	Sales	Recruits
	Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity,	Follow Ups Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous		LD	Sit	Briefing/ Lunch Attend - 2			Training Basic - 2 SS - 4	Team	Total	Sales	Recruits
WEEK 4	Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity,	Follow Ups Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous		LD	Sit	Briefing/ Lunch Attend - 2			Training Basic - 2 SS - 4	Team	Total	Sales	Recruits
WEEK 4	Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity,	Follow Ups Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous		LD	Sit	Briefing/ Lunch Attend - 2			Training Basic - 2 SS - 4	Team	Total	Sales	Recruits
WEEK 4 GOAL DAY 22	Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity,	Follow Ups Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous		LD	Sit	Briefing/ Lunch Attend - 2			Training Basic - 2 SS - 4	Team	Total	Sales	Recruits
GOAL DAY 22 DAY 23	Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity,	Follow Ups Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous		LD	Sit	Briefing/ Lunch Attend - 2			Training Basic - 2 SS - 4	Team	Total	Sales	Recruits
GOAL DAY 22 DAY 23 DAY 24	Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity,	Follow Ups Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous		LD	Sit	Briefing/ Lunch Attend - 2			Training Basic - 2 SS - 4	Team	Total	Sales	Recruits
GOAL DAY 22 DAY 23 DAY 24 DAY 25	Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity,	Follow Ups Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous		LD	Sit	Briefing/ Lunch Attend - 2			Training Basic - 2 SS - 4	Team	Total	Sales	Recruits
GOAL DAY 22 DAY 23 DAY 24 DAY 25 DAY 26	Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity,	Follow Ups Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous		LD	Sit	Briefing/ Lunch Attend - 2			Training Basic - 2 SS - 4	Team	Total	Sales	Recruits

MONTHLY BONUS

MONTHY TOTAL