

Build Your Dream Team *Exposure Tracking Form* TEN IN PLAY!

Associate: _____ Exposure Goal Per Day # _____ (Remember-Even 2 a day=60/mo. So do it Every Day!)

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Start Date First Call	Name	Phone	DD Disc Or Tool Watched	3-way Call 3 rd Party Expert	Recorded Call	Web Follow Up	Sit Down Team	BIZ Briefing and / or PBR	Major Event	Follow-Up Article, and/or Got	Getting Started Book
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SUCCESS TIP: No More than 48-72 Hrs. between exposures!

10 "IN PLAY" – Keep 10 prospects "In Play" all the time and you'll WIN!

If your full time – try for 20-30 in play at all times! How long will you take to go through 200-300? Now your on your way to Executive !
As soon as 1 of your 10 says “YES”, get them started right, and put another prospect "In Play." As long as they don't say “NO” keep moving them from exposure to exposure. When they do say “NO” put them in the waiting room for a few months – and then, PUT ANOTHER PROSPECT “IN PLAY”.

Teach your team to do the same - and together your business will GROW!