

Team-Building Layering Chart

Use the chart below to track the different ways you layer your customers with service and team-building information.
Remember, not all customers respond to the same approach.

	Name	Uses the product	Is a hostess	Is a preferred hostess	Has a team-building packet	Listened to the 5-minute marketing plan	Attended a guest event	Been interviewed	Given an answer
1.									
2.									
3.									
4.									
5.									
6.									
7.									
8.									
9.									
10.									
11.									
12.									
13.									
14.									
15.									