

WEEKLY ACCOMPLISHMENT SHEET (CONT.)

Dear Independent Sales Director:

I would like more information about the following areas:

Booking	_____	Closing My Classes	_____
Coaching	_____	Customer Service	_____
Sharing The Opportunity	_____	Business Management	_____
Telephone Sales	_____	Obtaining Reorders	_____
Skin Care Classes/Facials	_____	On The Go Appointments	_____
Online/Personal Web Site Orders	_____	Shows (Collection Previews, etc.)	_____
Pref. Customer Program Mailings/Reorders	_____	Other (_____)	_____

Next Week's Goals

Amount of Sales	\$ _____
Number of Skin Care Classes/Facials	_____
Number of <i>On The Go</i> Appointments	_____
Number of <i>On With The Shows</i>	_____
Number of Team-Building Appointments	_____
Number of Customer Calls	_____

This Week's Hourly Earnings

Your Estimated Weekly Gross Profit	\$ _____
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Hours Worked	_____
=	
Total Earned Per Hour	\$ _____

New or Prospective Team Members					
INTER-VIEWED (✓)	RECRUITED (✓)	NAME	COMPLETE ADDRESS	TELEPHONE	E-MAIL ADDRESS