

"The Notebook"

Cathy Littlejohn's GREAT Tool to keep you focused on your goals and keeping track of your activity all in one place.

Purchase a Spiral Notebook with 70 pages.

Use this notebook for 4 months.

TRY IT FOR 4 MONTHS AND LET US KNOW
YOUR RESULTS



1. Gather up pictures of your goals and put on the front of the Spiral Notebook
2. Place (glue) a Court of Sales Tracking Sheet on the inside cover
3. Place (glue) a Court of Sharing Tracking sheet on the inside back cover
4. Place (glue) a Power Start Tracking sheet on the first page of your Spiral
5. In the top corner of the next 30 pages put a #1,#2 up to #30. Number the pages ONLY on the front side up to #30
6. This will leave about 10 pages in the middle for recruiting prospects names
7. On page 31 glue another Power Start Tracking Sheet & number 1-30 on the back of the first 30 pages. This is month 2 Power Start.
8. Then turn to the last page in the spiral and put another Power Start Tracking Sheet on the back of the last page of the spiral. Then number 1-30 from the back . On page 31 (from the back) put another Power Start Tracking Sheet and number 1-30 (from middle of the spiral to the end)

You will be able to track 120 customers and have a page to keep notes on each person. You will always have their #'s and all info with you, all in one book.

- What to put on the Numbered Pages
1. First put a number from 1 to 30 (this represents your 30 faces for the Power Start
 2. Put the customers name and any information you need to keep you in touch with her needs
 3. Ex: Name, what she likes, what products she used at the appointment
 4. Have you interviewed her? Hostess?
 5. Have you invited her to be a model for you at a Success Meeting?
- (when you are finished ALL pages front and back should have names on them for your NOW NEW Customers)

- What will this do for your business?
- 30 faces a month x's 4 months' = 120 new faces
 - If each one orders a min \$100 a month that will be \$3000 in sales a month
 - If you interview 1/2 each month, you should be doing 15 interviews and you will probably recruit 5. And then you could go On-Target for your car.
 - AND, you could possibly be a DIQ by the end of your fourth month or even a NEW DIRECTOR.....***NOW COULD YOU GET EXCITED?***

