

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 | \$ _____ |
| ÷ | |
| Hours Worked | _____ |
| = | |
| Total Earned Per Hour | \$ _____ |

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