

Monthly Focus Sheet

Month: _____

Monthly Goals :	Sales	Faces	Inter-views

Actual Results:	Sales	Faces	Inter-views
Week 1			
Week 2			
Week 3			
Week 4			
Monthly Totals			

Focus on the Numbers

People will let you down, numbers never will.

Booking Avg: book 2 to hold 1

Sales Avg: \$50 per face

Recruiting Avg: 1 in 5 join

Bubble Sheet Instructions

- Slash through bubble for attempted contact
- X through bubble for contact with no booking
- Fill in Bubble for new booking
- When texting, you must get a response to count as an attempt

				<p>1 per wk= Team Leader in 6 mo.</p>
				<p>2 per wk= Team Leader in 3 mo. & Car Driver in 6 mo.</p>
				<p>3 per wk= Team Leader in 2 mo. Car driver in 4 mo. Director in 6 mo.</p>

Power Start= 30 faces in 30 days

Xtreme Team= 30 faces in 30 days + \$600 w/s order + 10 Interviews

X if booked for interview

Response: Yes/No/Maybe

	Name	Phone	Sales	2nd	I	Y/N/M
1						
2						
3						
4						
5						
6						
7						
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