

## Weekly Tracker for Success – Week of \_\_\_\_\_ to \_\_\_\_\_

Activity	Points	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total
Adding people to your list	1/person								
Each day you implement your business plan	5 points								
1 <sup>st</sup> contact	5 points								
Attend a Leads Club/Meet Up group	10 points								
Share your elevator speech	10 points								
Ask them questions to determine their needs	15 points								
Follow up exposure targeted to their need(s): CD, a product sample, website, brochure, video URL	5 points								
Share testimonial that resonates w/their need	5 points								
Maintain a follow up sheet for each person	5 points								
Follow up each person wkly for the first 30 days	10 points								
Acquire Customer	25 points								
Customer Reorder	15 points								
Join a Team 6 Group	10 points								
Attend your weekly Team 6 call	5 points								
Watch the weekly Team 6 video	20 points								
Wkly reading assignment NO More Heart Disease	10 points								
Weekly reading assignment for The Slight Edge	10 points								
Invite a business prospect to a Team 6 training call	15 points								
Work with a Partner on a Weekly Basis	15 points								
Use 3 <sup>rd</sup> party validation tools (3-way call or video)	5 points								
Organize a home party/meeting in your home	50 points								
Every guest you've invited who attends	15 points								
Bring a guest to a home party/meeting	50 points								
Sponsor a new Team Member	75 points								
Rank advancement for you	100 points								
Rank advancement for sponsored Team Member	200 points								
Attend a Corporate Event alone/with guest	150/300 pts								

**Activity = Points = INCOME**

**Goals: 125-200 points/week and 500-800 points/month**