

GRAND ACHIEVER

Tracking Packet



HOW TO QUALIFY...

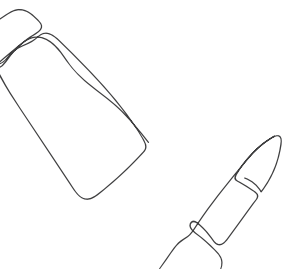
On-Target

- Five or more active personal team members.
- \$5,000 combined personal/team wholesale Section 1 production in a calendar month.
- You must be active.
- These requirements must be met each month to be considered on-target.

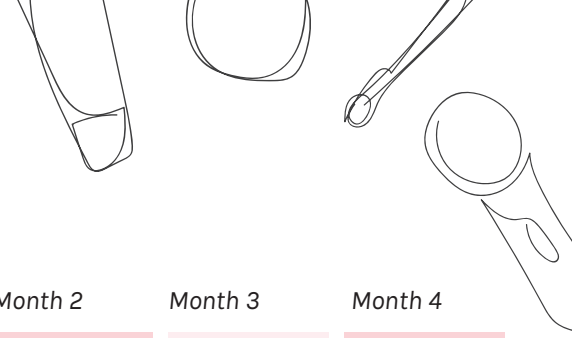
Qualification

You may qualify as a Grand Achiever in one, two, three or four months, based on when you achieve the following:

- \$23,000 combined personal/team wholesale Section 1 production.
- 16 active personal team members.
- You may contribute up to \$5,000 in personal wholesale Section 1 production toward the total \$23,000 requirement.
- Your team must contribute a minimum of \$18,000 wholesale Section 1 production toward the total \$23,000 requirement.
- You must have a minimum of \$5,000 combined personal/team wholesale Section 1 production each month of the qualification period while maintaining five or more active personal team members.
- You must be active



Team Tracking



	Consultant Name	Month 1	Month 2	Month 3	Month 4
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
16					

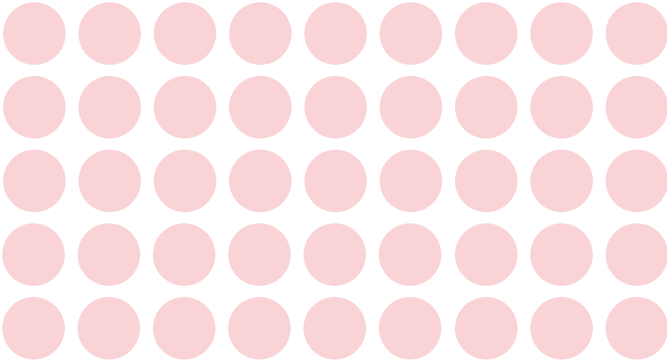
MONTH ONE

Each bubble is \$100. Each line is \$900.

Personal Production \$1,250 Personal Goal



Team Production \$4,500 Team Goal



Active Team Members

- 1
- 2
- 3
- 4
- 5

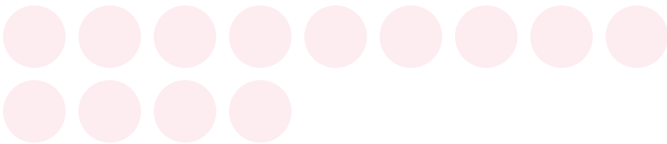
MONTH 1 ENDING NUMBERS

Active Team Members:	<input type="text"/>	Active Team Members Needed:	<input type="text"/>
Total Wholesale:	<input type="text"/>	Total Wholesale Needed:	<input type="text"/>

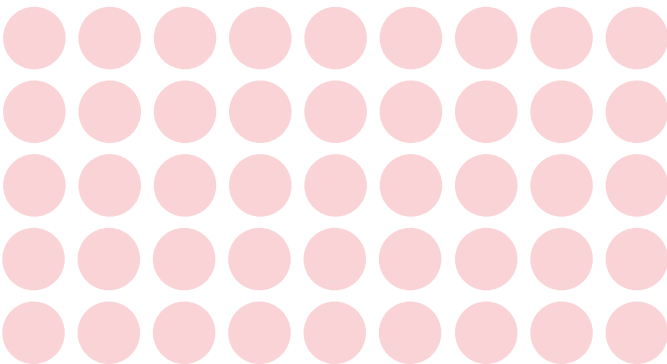
MONTH TWO

Each bubble is \$100. Each line is \$900.

Personal Production \$1,250 Personal Goal



Team Production \$4,500 Team Goal



Active Team Members

- 1
- 2
- 3
- 4
- 5

MONTH 2 ENDING NUMBERS

Active Team Members:	<input type="text"/>	Active Team Members Needed:	<input type="text"/>
Total Wholesale:	<input type="text"/>	Total Wholesale Needed:	<input type="text"/>

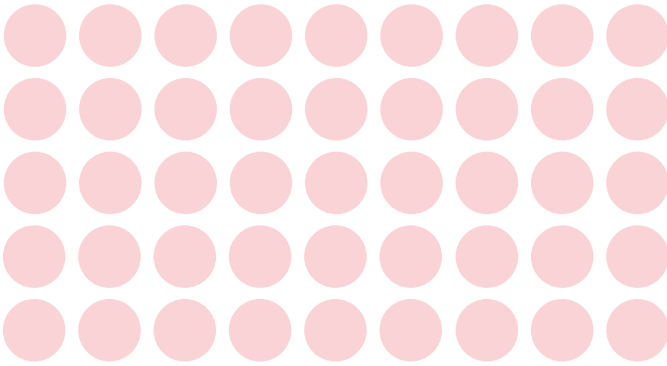
MONTH THREE

Each bubble is \$100. Each line is \$900.

Personal Production \$1,250 Personal Goal



Team Production \$4,500 Team Goal



Active Team Members

-
-
-
-
-

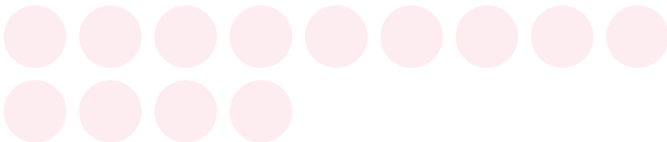
MONTH 3 ENDING NUMBERS

Active Team Members:	<input type="text"/>	Active Team Members Needed:	<input type="text"/>
Total Wholesale:	<input type="text"/>	Total Wholesale Needed:	<input type="text"/>

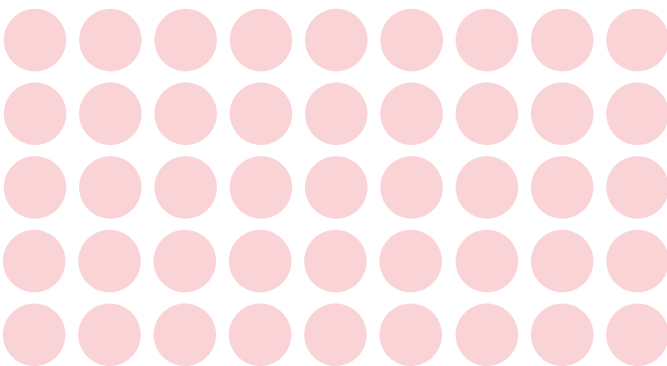
MONTH FOUR

Each bubble is \$100. Each line is \$900.

Personal Production \$1,250 Personal Goal



Team Production \$4,500 Team Goal



Active Team Members

-
-
-
-
-

MONTH 4 ENDING NUMBERS

Active Team Members:	<input type="text"/>	Active Team Members Needed:	<input type="text"/>
Total Wholesale:	<input type="text"/>	Total Wholesale Needed:	<input type="text"/>

BUBBLE SHEET TRACKING

Focusing on Bubble Sheets will help you reach your goals with very little tracking!

1 SHEET A WEEK is **56 contacts** which takes approx. **30 min. to 1 hour** of calls.

2 SHEETS A WEEK is **112 contacts** which takes approx. **1 to 2 hours** of calls.

3 SHEETS A WEEK is **168 contacts** which takes approx. **2 to 3 hours** of calls.

The time to complete one bubble sheet will depend on your and how long your talk to each person.

Things to remember-

- Count all face to face connections, including Warm Chatter.
- Texting a booking invite counts as long as it isn't mass texting, but goes to an individual.
- Make a note if you texted to track that too.
- Facebook bookings count **ONLY** if it was a personal message.

*NSD Tammy Crayk's
Projects for 1 Sheet a Week*

Each sheet produces 10 yesses.
Each sheet produces approx. \$1,000 in sales.
In 4 months that is 160 bookings.
80 of the 160 will hold.

**LISTEN TO NSD TAMMY CRAYK
TEACH ON THE BUBBLE SHEET!**

641.715.3800
ACCESS CODE: 610206#
THEN HIT 7

**MARY KAY IS NOT MAGICAL
...IT'S MATHEMATICAL!**



Bubble Tracking Sheet



Attempt,
left message
texted, etc.



Contact made,
said "No"

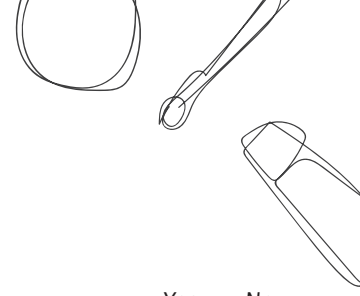


BOOKED!

Fill in one Bubble Tracking Sheet and you can expect 10 bookings, 5 out of 10 will hold.
At \$200 per appt. average sales - \$1,000 average sales for 5 appts. = 1 sheet is \$500 average profit!
10 sheets filled out between your team is \$5,000 average car production!

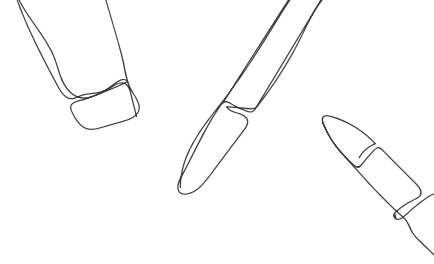
When texting, you must get a response back to count as an attempt.
Numbers are based on quality prospects. You should obtain at least 10 bookings per completed sheet.

Interviews Tracking Sheet



Potential Recruit		Yes	No	Potential Recruit		Yes	No
1		<input type="radio"/>	<input type="radio"/>	17		<input type="radio"/>	<input type="radio"/>
2		<input type="radio"/>	<input type="radio"/>	18		<input type="radio"/>	<input type="radio"/>
3		<input type="radio"/>	<input type="radio"/>	19		<input type="radio"/>	<input type="radio"/>
4		<input type="radio"/>	<input type="radio"/>	20		<input type="radio"/>	<input type="radio"/>
5		<input type="radio"/>	<input type="radio"/>	21		<input type="radio"/>	<input type="radio"/>
6		<input type="radio"/>	<input type="radio"/>	22		<input type="radio"/>	<input type="radio"/>
7		<input type="radio"/>	<input type="radio"/>	23		<input type="radio"/>	<input type="radio"/>
8		<input type="radio"/>	<input type="radio"/>	24		<input type="radio"/>	<input type="radio"/>
9		<input type="radio"/>	<input type="radio"/>	25		<input type="radio"/>	<input type="radio"/>
10		<input type="radio"/>	<input type="radio"/>	26		<input type="radio"/>	<input type="radio"/>
11		<input type="radio"/>	<input type="radio"/>	27		<input type="radio"/>	<input type="radio"/>
12		<input type="radio"/>	<input type="radio"/>	28		<input type="radio"/>	<input type="radio"/>
13		<input type="radio"/>	<input type="radio"/>	29		<input type="radio"/>	<input type="radio"/>
14		<input type="radio"/>	<input type="radio"/>	30		<input type="radio"/>	<input type="radio"/>
15		<input type="radio"/>	<input type="radio"/>	31		<input type="radio"/>	<input type="radio"/>
16		<input type="radio"/>	<input type="radio"/>	32		<input type="radio"/>	<input type="radio"/>

Interviews Tracking Sheet



Potential Recruit		Yes	No	Potential Recruit		Yes	No
33		<input type="radio"/>	<input type="radio"/>	49		<input type="radio"/>	<input type="radio"/>
34		<input type="radio"/>	<input type="radio"/>	50		<input type="radio"/>	<input type="radio"/>
35		<input type="radio"/>	<input type="radio"/>	51		<input type="radio"/>	<input type="radio"/>
36		<input type="radio"/>	<input type="radio"/>	52		<input type="radio"/>	<input type="radio"/>
37		<input type="radio"/>	<input type="radio"/>	53		<input type="radio"/>	<input type="radio"/>
38		<input type="radio"/>	<input type="radio"/>	54		<input type="radio"/>	<input type="radio"/>
39		<input type="radio"/>	<input type="radio"/>	55		<input type="radio"/>	<input type="radio"/>
40		<input type="radio"/>	<input type="radio"/>	56		<input type="radio"/>	<input type="radio"/>
41		<input type="radio"/>	<input type="radio"/>	57		<input type="radio"/>	<input type="radio"/>
42		<input type="radio"/>	<input type="radio"/>	58		<input type="radio"/>	<input type="radio"/>
43		<input type="radio"/>	<input type="radio"/>	59		<input type="radio"/>	<input type="radio"/>
44		<input type="radio"/>	<input type="radio"/>	60		<input type="radio"/>	<input type="radio"/>
45		<input type="radio"/>	<input type="radio"/>	61		<input type="radio"/>	<input type="radio"/>
46		<input type="radio"/>	<input type="radio"/>	62		<input type="radio"/>	<input type="radio"/>
47		<input type="radio"/>	<input type="radio"/>	63		<input type="radio"/>	<input type="radio"/>
48		<input type="radio"/>	<input type="radio"/>	64		<input type="radio"/>	<input type="radio"/>