FOCUS CARD

Name:

Month/Year:

NEXT HOSTESS CONTEST:

HOTLINE: (641) 715-3900 code 47141# OR https://www.voxer.com/v/2dfeb54c49

D: Fast paced-task oriented (money, position, being in charge)

I: Fast paced-people orineted (fun, prizes & recognition, friends,)

S: Steady paced-people oriented (family, security, caring -positive environment)

C: Steady paced-task oriented (details, excellent training, guarantees)

GUEST LIST-FACEBOOK OR INVITES?, HOSTESS PLAN-YOUR GOAL/HER GOAL, PERFECT GIFT,

5 ORDERS, REFRESHMENTS, CHILDCARE, REMINDERS, PROMPTNESS, TABLE/CHAIRS?

	PROSPECT INFORMATION				CLASS INFO																		RECRUITING LAYERS						
NUMBER	DATE	NEW?	NAME (HIGHLIGHT HOSTESSES)	Area or Phone	APPT TYPE	GAVE PACKET	DIRECTIONS	REMINDER	COACHED	GOAL/GIFT?	GUEST LIST	HER ORDER	TOTAL SALES	2 BOOKINGS	2INNERVIEWS	#OF REFERALLS	CHECK-UP	THANK YOU CARD	FACEBOOK	ADD TO PHONE	MY CUSTOMERS	2+2 FOLLOW UP	DISC Style	HOTLINE or VIDEO?	HELPER	INNERVIEW	MEETING or EVENT	INTEREST 1-10	RECRUITED?	NOTES
EX	9/13	Y	SUSIE SMITH	Indy 812-555-5555	C	Y	Y	Y	Y	BRUSHES	20	$100	$250	2	2	Y	Y	Y	Y	Y	Y	Y	D-I	Y	Y	Y	Y	10	Y	MESSAGE 9-13
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PERFECT START: 15 FACES IN 15 DAYS 3 CLASSES @ $300 (LESS THAN 1 CLASS PER WEEK) = $900 IN RETAIL SALES= $450 PROFIT/ **$450 WS ORDER** SHARE: 6 INTERVIEWS (2PER CLASS) = 1 NEW RECRUIT!! (5 hours)

POWER START: 30 FACES IN 30 DAYS 5 CLASSES @ $300 (1 CLASS PER WEEK) = $1500 IN RETAIL SALES = $750 PROFIT/**$750 WS ORDER (PACESETTERS!)** (10 hours) **POWER START PLUS: 30 FACES + 6 SHARING APPTS**

POWER UP: 40 FACES IN 30 DAYS CLASSES: 10 CLASSES @ $300 (2 CLASS AND 1 FACIAL PER WEEK) = $3000 IN RETAIL SALES = **$1500 PROFIT/$1500 WS ORDER, 2+ NEW RECRUITS**, 20 INTERVIEWS=**5 NEW RECRUITS GOLD MEDAL!** (20+ hours)

This plan = *****COURT OF SALES: **$40,000rt/$20,000ws** = 120 CLASSES x $300 PER CLASS ($200 + $100 outside sales) AND ****** COURT OF SHARING: **24 QUALIFIED RECRUITS**

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NUMBER	DATE	NEW?	NAME (HIGHLIGHT HOSTESSES)	Phone or AREA	APPT TYPE	GAVE PACKET	DIRECTIONS	REMINDER	COACHED	GOAL/GIFT	GUEST LIST	HER ORDER	TOTAL SALES	2 BOOKINGS	2 INNERVIEWS	#OF REFERALLS	CHECK-UP	THANK YOU CARD	FACEBOOK	ADDED TO PHONE	MY CUSTOMERS	2+2 FOLLOW UP	DISC Behavioral Style	DREAM BIG HOTLINE	MEETING	INTERVIEW	FOLLOW-UP	INTEREST LEVEL 1-10	RECRUITED?	NOTES
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