

# TRACK YOUR SIT DOWNS

## WEEKLY WORKSHEET

This is based on your list of 100 names.

1. My weekly target is? \_\_\_\_\_  
My minimum (non-negotiable) goal is? \_\_\_\_\_

Use Launch Guide/Success Tracker pg 8-9  
Read GoPro Chapter 4 Skill #1 Finding Prospects  
Enter prospects in Contact Manager on APP

2. Of the number you contacted, how many did you actually
- a. talk to \_\_\_\_\_
  - b. discuss health with \_\_\_\_\_
  - c. share a sample with \_\_\_\_\_
  - d. invite to a get-together or formal meeting \_\_\_\_\_

Use Contact Manager to enter Notes

3. Of that number, how many made commitments to
- a. Meet with you \_\_\_\_\_
  - b. Accept a sample \_\_\_\_\_
  - c. Receive information \_\_\_\_\_
  - d. Experience a recipe \_\_\_\_\_
  - e. Accept an invitation or flyer to attend an event \_\_\_\_\_

Read GoPro Chapter 5 Skill #2 Inviting

4. List their names and location for meeting here

Name _____	Location _____	Time _____
Name _____	Location _____	Time _____
Name _____	Location _____	Time _____
Name _____	Location _____	Time _____
Name _____	Location _____	Time _____

Read GoPro Chapter 6 Skill #3 Presenting

5. List your results here

<u>Name</u>	<u>attended</u>	<u>no show</u>	<u>enrolled</u>	<u>retail</u>
_____				
_____				
_____				
_____				

Read GoPro Chapter 7 Skill #4 Follow-up  
Update Contact Manager Add Notes

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6. How many became customers? \_\_\_\_\_

Wellness Advocate

Preferred Member

Retail

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Read GoPro Chapter 10 Skill #7 Promote Events

7. How many chose not to be involved? \_\_\_\_\_

Name

Reason

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

8. Did you ask for a referral (if they are not interested)? \_\_\_\_\_

- a. Do they know anyone that may be interested in being healthier \_\_\_\_\_
- b. Do they know anyone who may be interested in essential oils \_\_\_\_\_
- c. Do they know anyone who may want to start their own business \_\_\_\_\_

Name:

Referred By:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Now that you have an idea of how to Track your own PERSONAL "SIT-DOWNS", TRAIN your frontline of your Successline and PASS the report downline, through all the Builders on your 3 x 3, and beyond. Mentor them to complete this report. The report should then be passed back up to you. Mentor and report UPLINE to the next interested Builder above you. Begin to make it a HABIT to complete this report weekly and it will help you to PRIORITIZE the important items to build an ELITE FACTORY. Update the Contact Manager on your BSG APP. Collect and Total all of your Frontline weekly sit-down report.

What was YOUR total SIT DOWNS for this week? \_\_\_\_\_

List your Frontline total sit-downs below

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Your team total weekly sit-downs

\_\_\_\_\_