

Preparation + Confidence + Actions = Core Results

by Deb Hull 4/19/20

Today, _____ 2020, I will contact, introduce, and invite my list of prospects to join my business.

CELLPHONE	HOME	NAME	EMAIL
1. ____-____-____-____-____-____-____-____			
1ST contact: TIME ZONE ____ CALL TIME ____ am-pm No Answer/LEFT MESSAGE yes - no Callback: _____			
CHARACTERISTICS: (i.e. dependable) A B C			
THEIR "WHY": (i.e. income-wedding) 1 2 3			
INTEREST: __ Health/Nutrition __ Spa/Beauty __ Photos __ Food/Bev __ E OILS __ Non-Toxic Cleaners __ SERVICES: DAC			
TOOLS SHARED: (video)			
FOLLOW-UP DATE-TIME ____ am-pm 3-WAY DATE-TIME ____ with: _____			
<input checked="" type="checkbox"/> ENROLLED: DISTRIBUTOR __ CUSTOMER __ RETAIL __ AUTOSHIP __ ORDER PLACED ID # _____			
CHECKUP CALL DATE-TIME ____ am-pm (order delivery follow-up)			
Prospect Requests Call Later:			
REFERRALS:			
INFORMATION RECORDED _____,2020 (Enter information into Contact Mapping or your office tracking tool)			
CELLPHONE	HOME	NAME	EMAIL
2. ____-____-____-____-____-____-____-____			
1ST contact: TIME ZONE ____ CALL TIME ____ am-pm No Answer/LEFT MESSAGE yes - no Callback: _____			
CHARACTERISTICS: (i.e. dependable) A B C			
THEIR "WHY": (i.e. income-wedding) 1 2 3			
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CHECKUP CALL: DATE-TIME ____ am-pm (order delivery follow-up)			
Prospect Requests Call Later:			
REFERRALS:			
INFORMATION RECORDED _____,2020 (Enter information into Contact Mapping or your office tracking tool)			
CELLPHONE	HOME	NAME	EMAIL
3. ____-____-____-____-____-____-____-____			
1ST contact: TIME ZONE ____ CALL TIME ____ am-pm No Answer/LEFT MESSAGE yes - no Callback: _____			
CHARACTERISTICS: (i.e. dependable) A B C			
THEIR "WHY": (i.e. income-wedding) 1 2 3			
INTEREST: __ Health/Nutrition __ Spa/Beauty __ Photos __ Food/Bev __ E OILS __ Non-Toxic Cleaners __ SERVICES: DAC __			
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