

COMP PLAN

*“Enhancing the Lives of Those We Touch™”
Increasing Checks of Those Who Earn It!*

**Forecasting Success
with a Plan
Daily Work Sheet**

“Inspiring the Lives of Those Who Will Let Us!”

Name: _____

Date: _____

ONCE YOU DESIDE TO BECOME A CUSTOMER / BUSINESS BUILDER

*To know you're level of Participation and
Get Started Right... Do the following ASAP*

Use this as a check list:

1. BECOME A PREFERRED CUSTOMER

- ◆ Enroll
- ◆ Place your 1st order. Career or **Value Pack** (*Minimum 35 Base points*)
- ◆ Free product the 1st 3 months when ordering by phone

To Be a Marketing Executive

- ◆ Fill out a Marketing Executive agreement form (*SS# required*)
- ◆ Order **10 Business Kits** if you are a 2 or 3 (*This is a return investment*)
- ◆ Order the Business Building and BEST series

2. REGISTER ON THE...

Inspire Members Website to get your...

- ◆ Customer Care Monthly Reminders
- ◆ Back Office Passwords for the Inspire Marketing Center

YOUR WELCOME LETTER WILL BE SENT

3. CONTACT YOUR ENROLLER

SERIOUS EFFORT TO DO SO WITHIN 48 HOURS

- ◆ Discover your WHY
- ◆ Put together a Business plan
- ◆ Develop a Significant Referral Contact List
A – HOT / Warm B – Business Builders C – Customers
D – Distance Acquaintances F – Friends and Family
- ◆ Set a date to complete this list & begin working together
- ◆ COMPLETE BY: _____ DATE SET: _____
- ◆ Hours & Days each week:

Seven Critical Business – Building Activities

- ♦ KEEP BUILDING YOUR CONTACT LIST
- ♦ SET APPOINTMENTS
- ♦ MAKE PRESENTATIONS
- ♦ HOLD 48-HOUR FOLLOW-UP MEETING
- ♦ CELEBRATE SUCCESSES
- ♦ ALWAYS BE INVOLVED IN A FAST TRACK
- ♦ LEAD BY EXAMPLE / ATTEND ALL MEETINGS & FUNCTIONS

NOTE: ABC's

- ♦ *Be Accountable, Approachable*
- ♦ *Be Coachable*
- ♦ *Enroll the right way*
- ♦ *Stay in Touch with and Contact your Support Line*
- ♦ *Develop a FAST Success Story*
- ♦ *Plan your work and Work your plan*
- ♦ *Never stop enrolling*
- ♦ *Never ever, ever, ever, ever Quit*

Want my time and energy involved in your business?

I want to see your Effort in these areas in this time frame.

FAST START: CRITICAL TO DEVELOPING A NEW LEADER

- ♦ **20/20 Club ASAP**
- ♦ **Get Them Leading a *Fast Track* Team**
- ♦ **Direct III in First 3 Months**

Here is the Formula

<i>Month</i>	<i>1</i>	<i>2</i>	<i>3</i>
Status	Director	Director II	Director III
♦ Personally Enrolled Directors		1	2
♦ Personal Enrolled (Accumulated)	10	16	20
♦ Total of Customers	10	46	90
♦ Average Product Point / Customer	58	57	56
♦ Total Product Point Volume	580	2622	5040
Potential Income (Approximately)	\$650	\$1,250	\$2,250

Never Loose Sight of The Basics

Really Understanding Your Business:

No Business Will Ever Go Straight Up!

Learn to Identify Problems – 6 Questions:

- 1. How many customers have you enrolled?**
- 2. How many circled category 2 or 3?**
- 3. How many bought Career or Value Packs?**
- 4. How many bought 10 Business Kits?**
- 5. How quickly did they achieve Director?**
- 6. Are you emphasizing 20/20 club?**

You are in the Shipping Business...

7 Critical Ships

- ◆ Relation shipping
- ◆ Friend shipping
- ◆ NO Bull Shipping
- ◆ Partner Shipping
- ◆ Leader Shipping
- ◆ Mentor Shipping
- ◆ Real Shipping and Receiving

Daily (Forecasting) Work Sheet

Name: _____ Date: _____ Day: _____

“Enhancing the Lives of Those We Touch™” Increasing Checks of Those Who Earn It!

Calls Dialed! **Totals** _____

01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26
27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52
53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78
79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	101	102	103	
104	105	106	107	108	109	110	111	112	113	114	115	116	117	118	119	120	121	122	123	124	125				
126	127	128	129	130	131	132	133	134	135	136	137	138	139	140	141	142	143	144	145	146	147				

Live Conversations! **Totals** _____

01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26
27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52
53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78

Appointments Set! **Totals** _____

01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26
27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52

Presentations Shown! **Totals** _____

01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26
27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52

No Shows **Totals** _____

01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26
27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52

ENROLLED CUSTOMERS! **Totals** _____

01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26
27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52

48 HOUR Follow Ups! **Totals** _____

01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26
27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52

Customer Shopping Calls! **Totals** _____

(Do it for 4 to 6 Months)

01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26
27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52
53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78

TRACK YOUR PROGRESS

Today I did made _____ calls + Yesterdays total of _____ = _____ Dialed To Date!

Ok, did you beat yesterday's numbers? Yes or No By what number? ____ If more than one... **GREAT JOB!**

Carry your totals forward daily and share your weekly progress sheet with your support line.

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