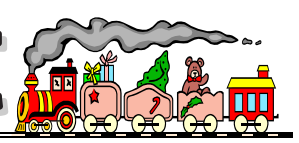




# Rockin Tracking Sheet



\*Accountability – Fax this sheet to me 601-605-9574 weekly by Sunday by 6 pm.

Your Name \_\_\_\_\_ MONTH \_\_\_\_\_

Phone # \_\_\_\_\_ Date [from] \_\_\_\_\_ to \_\_\_\_\_

Director \_\_\_\_\_

## WORK THE SUCCESS ZIPCODE - 53651

1. **ACCOUNTABILITY** is the key to any leadership success.
2. Activity in the **RIGHT** areas leads to results.
3. “**SUCCESSFUL** people do what unsuccessful people don’t do.” - Unknown
4. “In order to be free enough to find creativity, you have to be **DISCIPLINED** enough to follow routine.”

– Ken Banks      This tracking sheet was originally created by Gloria Mayfield Banks!      Thanks, Gloria.

SUCCESS Zip Code - 53651	SUN	MON	TUES	WED	THURS	FRI	SAT
<b>5 Leads Per Day</b> Warm Chatters, Referrals, etc.							
<b>3 Bookings Per Day</b> Facials or Classes							
<b>\$600 in Sales</b>							
<b>5 Interviews Per Week</b> Face-to-Face Interviews							
<b>1 Recruit</b> 1 New Team Member							

<p><b># FACES Per Week</b> <u>NEW Faces</u> – Name + \$ales</p> <p>1. \$ _____</p> <p>2. \$ _____</p> <p>3. \$ _____</p> <p>4. \$ _____</p> <p>5. \$ _____</p> <p>6. \$ _____</p> <p>7. \$ _____</p> <p>8. \$ _____</p> <p>9. \$ _____</p> <p>10. \$ _____</p>	<p>Number of Classes MTD</p> <p><u>Sales MTD</u></p> <p>_____ # Total Faces Month-to-Date [30-40]</p> <p>_____ # SKIN CARE CLASSES mtd [HOLD 10!]</p> <p>_____ \$ Month TO Date RETAIL Sales</p> <p>_____ Wholesale order this WEEK</p> <p>_____ Month TO Date WHOLESALe order</p> <p>_____ Quarter wh to DATE towards STAR</p> <p>_____ Quarter POINTS accumulated to PRIZE</p> <p>_____ Total for the month</p> <p>Sapphire   Ruby   Diamond   Emerald   Pearl</p> <p>[Circle goal]</p>
<p><b>3-5 Personal Interviews/Guests</b> (Results Y, N, Maybe)</p> <p>1. _____</p> <p>2. _____</p> <p>3. _____</p> <p>4. _____</p> <p>5. _____</p>	<p><u>Team Building MTD</u></p> <p>_____ # Interviews/Guests month to date [12-20]</p> <p>_____ Total NEW TEAM MEMBERS M-T-D</p> <p>_____ Total TEAM PRODUCTION M-T-D</p>

<b>R</b>	<b>O</b>	<b>C</b>	<b>K</b>	<b>I</b>	<b>N</b>
<b>Recruit</b> Add 1 new team	<b>Order</b> 60% of retail wklv	<b>Cash - \$600</b> in cash per week	<b>Kick Up</b> 10 New Faces	<b>Interview</b> 5 interviews per wk	<b>New Bookings -3</b> <b>New Names -5</b>