



# SUCCESS ACTIVITY LOG

Week of: \_\_\_\_\_

MONEY MAKING ACTIVITIES (make 1 hash mark for each point earned)	SUN	MON	TUE	WED	THU	FRI	SAT	Pts.	WEEK'S TOTAL POINTS
Phone Calls Made Even if not connected (1 point each)								x1	
Team Calls Attended (1 points each)								x1	
Contacts Made (New or follow up 1 point each)								x1	
Appointments Made (3 points each)								x3	
Guests at a BP (5 points each)								x5	
New IMD Sponsored (5 points each)								X5	
New CEO IMD Sponsored (10 points each)								x10	
New IMD Trained (5 points each)								x5	
BP's or Trainings Attended ( 2 points each)								x2	
WEEKLY GOALS	0-20 Low	20-40 Average	40-60 Good Job!	60-80 Top 50%	80-100 Great!	100-120 Super Rep	120-140 Top 20%	140+ points Senior Vice Chairman in Training	

Now the goal is to show at least 3 people a week and to average 60 points per week. Here is how it works.

1. Make 10 phone calls (1 point for each time the phone rings) = 10 points
2. Talk to 5 (1 point for each contact) = 5 points
3. Make 5 new contacts (1 point for each message left) = 5 points
4. Invite 5 (3 points for each appointment made) = 15 points
5. Three guests show up for the BP (5 points for each guest at BP) = 15 points

**That totals 50pts. If 2 sign up that's 20pts for a total of 70pts. per week!**