NAME:

FOCUS CARD

PERFECT, POWER, POWER START PLUS

1. WEEKLY MEETING:	
2. CONFERENCE CALLS:	
3. UPCOMING EVENTS/DEADLINES:	COACH: 5 OUTSIDE ORDERS, PERFECT GIFT, SALES GOAL, INVITING GUESTS,
4. HOSTESS CONTEST:	HER LOOK, REFRESMENTS, KIDS, REMINDER CALLS, GUESTS ON-TIME, SET-UP

	PROSPECT INFORMATION				CLASS INFO															RECRUITING LAYERS									
NUMBER	DATE	NEW?	NAME (HIGHLIGHT HOSTESSES)	Phone	APPT TYPE	GAVE PACKET	DIRECTIONS	REMINDER	COACHED	GOAL/GIFT?	# EXPECTED	HER ORDER	TOTAL SALES	BASICS	BOOKINGS	CD/DVD	THANK YOU	FOLLOW-UP	DISC	INTEREST LEVEL 1-10	CD	PICK UP CD	INFO/LIT	MEETING	HOSTESS CONTEST		INTERVIEW	FOLLOW-UP	RECRUITED?	NOTES
EX	5/13	Y	JANE DOE	812-555-5555	C	Y	Y	Y	Y	BRUSHES	6	$104	$341	3	2	2	Y	Y	D-I	8	DATE	DATE	DATE	DATE	DATE	DATE	DATE	DATE	Y	MESSAGE 5/18
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PERFECT START: 15 FACES IN 15 DAYS CLASSES: 3 CLASSES @ $300 (LESS THAN 1 CLASS PER WEEK) = $900 IN RETAIL SALES= $450 PROFIT/ $450 WS ORDER SHARE: 6 INTERVIEWS (2PER CLASS) = 1 NEW RECRUIT!!

POWER START: 30 FACES IN 30 DAYS CLASSES: 5 CLASSES @ $300 (1 CLASS PER WEEK) = $1500 IN RETAIL SALES = $750 PROFIT/$750 WS ORDER CONSITENCY CLUB TRIP! SHARE: 10 INTERVIEWS=2-3 NEW RECRUITS!!

POWER START PLUS: 40 FACES IN 30 DAYS CLASSES: 10 CLASSES @ $300 (2 CLASS AND 1 FACIAL PER WEEK) = $3000 IN RETAIL SALES = $1500 PROFIT/$1500 WS ORDER CONSITENCY CLUB TRIP! AND NATIONAL COURT OF SALES!!

COURT OF SALES: 120 CLASSES x $300 PER CLASS ($200 + $100 outside sales) = $36,000rt/$18,00ws

COURT OF SHARING: 24 QUALIFIED RECRUITS - 20 INTERVIEWS (2 PER CLASS) = 5 NEW RECRUITS (AVERAGE 1 IN 5 WILL SIGN) 12 MONTHS X 2 = 24 NEW RECRUITS. EACH NEW QUALIFIED RECRUIT = 600 STAR POINTS

	PROSPECT INFORMATION				CLASS INFO																RECRUITING LAYERS									
NUMBER	DATE	NEW?	NAME (HIGHLIGHT HOSTESSES)	Phone	APPT TYPE	GAVE PACKET	DIRECTIONS	REMINDER	COACHED	GOAL/GIFT	# EXPECTED	SALES	CLASS TOTAL	BASICS	BOOKINGS	CD/DVD	THANK YOU	FOLLOW-UP	DISC	INTEREST LEVEL 1-10	CD	PICK UP CD	INFO/LIT	MEETING	HOSTESS CONTEST		INTERVIEW	FOLLOW-UP	RECRUITED?	NOTES
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