

# DAILY METHOD OF OPERATION

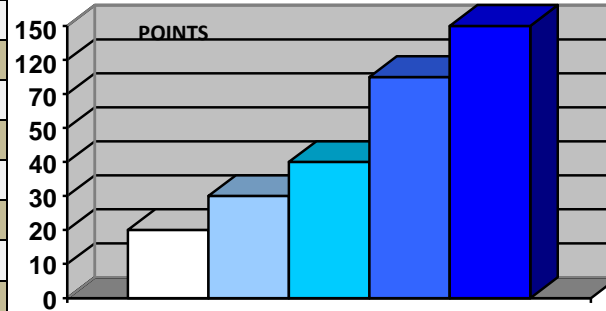
## Time & Activity Tracking Sheet Guide

NAME: \_\_\_\_\_

START DATE: \_\_\_\_\_

Weekly Total Points: \_\_\_\_\_

Activity	Points
1) Piques -personal (prospecting friends or cold market - mark in numbers to track success)	0
2) Piques -personally Booked (For 5min PaidOnBills web site)	1
3) 2 on 1 meeting (With Leader or by self, Paper Overview, DVD 11min OV or Comp)	1
4) Booked appointments after OV in their warm market before Rep signs up. (POB)	5
5) Follow Up (within 48hrs) (Ask; what did you like best about what you heard/saw?)	2
6) Sign up new rep with payment	2
7) Fully Qualified Rep within 48 hours of signup = 7 points+1-3 one on ones+1 - 2 PBRs	5
8) PBR (Private Business Reception - Home meeting) with 3+ Guests	5
9) Pique & Pass with appts. Booked 3-Waycalls with team/Leader for POB (paidonbills.com.au)	3
10) 1 <sup>st</sup> time personal guest at weekly meeting	1
11) Pre - Register a New Rep for National Event (for yourself or in your team)	1
12) Personal Customer (Landline, mobile, ADSL/mobile broadband, tablet, video phone)	2
13) Personal Customer (Electricity or Gas)	3



- Phase 1 Building 1 Year to TC ( 40 + pts. Min. a week )
- Walking to TC 9 Months ( 50 + pts. Min. a week )
- Jogging to TC 6 Months ( 70 + pts. Min. a week )
- Running to TC 90 to 120 Days ( 120 + pts. Min. a week )
- Sprinting to TC Less than 90 days ( 150 + pts. Min. a week )

DAY	1) Piques personal (Zero points)	2) Piques Booked (Self)	3) 2 on 1 Meeting Overview	4) Booked Appt's After OV	5) Follow Up Within 48hrs	6) Sign Up New Rep with payment	7) Fully Qualified Rep within 48hrs	8) PBR -HOME MEETING 3 + guests	9) Pique & Pass with Team or Leader (PaidOnBills)	10) 1 <sup>st</sup> Time Guest at BOM or Training	11) PRE-REG FOR NATIONAL Event	12) Customer Landline Video ph, mobile etc	13) Customer Electric OR Gas	DAILY TOTAL
MONDAY														
TUESDAY														
WEDNESDAY														
THURSDAY														
FRIDAY														
SATURDAY														
SUNDAY														
<b>TOTAL</b>	(    )													

# DAILY ACTIVITY TRACKER FOR FOLLOWUP'S

G = Guest, R = Representative

DAY	ACTIVITY	G / R	NAME	PHONE NUMBER	OUTCOME