Text, logo, company name

Description automatically generated

Send this business report to your entire hierarchy weekly (suggest Friday evening, Monday at the latest) and copy hierarchy up to Miranda if you wish! Miranda@mirandamartin.com

**Start with the Metrics**

1. Immediate Upline name
2. Leads Purchased (Type and Quantity of each):
3. Dials Made (Goal vs Actual):
4. Contacts Made:
5. Appointments Set (Goal vs Actual):
6. Presentations Made (Goal vs Actual):
7. Families Helped:
8. APV (Goal vs Actual):
9. Are you full time or part time?
10. How many QRS forms did you submit?

*For Builder (Elite Builders Club please see separate template)& include projections for next week:*   
> Interview Count & Packets Back  
> Team Appointments Set & Team APV

**Reflecting on the week, be specific in capturing:**

What went well:   
What didn’t go so well:

Plan to improve; what do you expect from yourself?\

**Projection for upcoming week:**

1.Lead Order:

2. Dials/Appts:

3. Presentations:

4. APV/Apps Submit/Issued:

6. QRS Forms Submit:

*\*\*SEND RECORDINGS OF AT LEAST 3 CALLS\*\**

“EVEN IF YOU ARE ON THE RIGHT TRACK, YOU WILL GET RUN OVER IF YOU JUST SIT THERE” –WILL ROGERS