

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