

~ TRACKING REPORT ~ (by the numbers)

Week Starting Date: _____ - Week Ending Date: _____

	Monday	Tuesday	Wednesday	Thursday	Friday	Sat. or Sunday
DIALS ¹	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70
Total: _____						
SCRIPTS ²	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20
Total: _____						
FOLLOW UP ³	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20
Total: _____						
3rd PARTY Verifications ⁴	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20
Total: _____						
DECISIONS ⁵	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20
Total: _____						

1 DIALS – Count how many prospects you are DIALING to make your 1st Presentation.

- How many prospects did you call on the phone (all calls count even if they are not home.)
- If your dial numbers are low ... you need to acquire more prospects. Either revise your METHODS or try new METHODS of acquiring prospects. See www.trymybiz.com/my/businessplan for more info on METHODS of MARKETING
- If your dial numbers are low AND you already have plenty of prospects to call – you have “phone fear.” Please practice our scripts at www.lancto.com/thescrypt and then call your sponsor and practice with your sponsor.
- If you get a VOICEMAIL ... and you get the option to **PAGE** them, do that. Otherwise just hang up, and call your next lead.
- Keep track of each call to each prospect. If you’ve hung up on their voicemail **3 times**, then leave a short and exciting voicemail msg.

2 SCRIPTS – www.lancto.com/thescrypt - How many times did you go over the **whole** script? You can only count presentations that you finish with 1 of 2 choices: (a) you SIGN them up, or (b) you SET your next appointment (day/time).

3 FOLLOWUPS – calling someone back that you ALREADY did the IBO Prospecting Script with.

4 3rd PARTY VERIFICATIONS – allow your prospect to HEAR from someone else that Ameriplan® is real and Ameriplan® is great.

- ALL NEW IBOs – after your script presentation -- 3way your prospect with your sponsor for 5-7 minutes of edification.
- EXPERIENCED BROKERS – will do most of their 3rd party verifications with a 3way to (212) 461-8784, Verify they watched a video online or verify a prospect watched the DVD. They also take their BEST prospects to a live 3way call verification with their sponsor.

5 DECISIONS – Learn than success comes from collecting and following up on DECISIONS.

- If your prospect says **YES** – this is a decision.
- If you complete the script and they say “NO” or “I am **NOT** interested.” – this is a “**NO**” decision.
- If you complete the script and they say “**I need to research more.**” If you set the next appointment – this is a “**Later**” decision.
- If the prospect must get **approval from a spouse**, as long as you set the next appointment – this is a “**Later**” decision.
- If the prospect must **wait until payday to start**, as long as you set the next appointment – this is a “**Later**” decision.
- Answer this at the end of each call: “**The decision my prospect made is _____**”
- If a prospect desires to start at \$250 but does not currently have the \$250 available, ask them “How many days will it take you to make sure you have \$250?” If the answer is 8 days or longer, then without a doubt this prospect is in financial difficulty and should start at \$50 as soon as possible and NOT wait to find the extra \$200.