



success breeds confidence breeds opportunity breeds customer satisfaction breeds sales breeds results breeds success breeds success

	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
1/2 POINT Speak to the C.E.O.'s assistant and get referred to the C, V, D level.					
1 POINT Speak with C, V, or D level person OR get a referral from the above level.					
2 POINTS Set meeting with MBA (Mutually Beneficial Agreement)					
3 POINTS Have a meeting and do a Post-It X-Ray					
4 POINTS Move forward with commitment. Keep saying "What happens next" until they give up					

Signing the deal = 0 Points. Your Points are in your commission!

GOAL: 20 Points Per Week