



Points = Possibilities + Proficiency = Profits

Activity	Use Hash Marks to Keep Track	xPoints	=Total
Calls Dialed Connected or Not	T H L	1 point	
Connection with person and permission to talk about biz or product		10 points	
Out and about "bumps"		1 point	
Appointment made to show opportunity		50 points	
Put someone into action		25 points	
Appointment made to show product		25 points	
Follow up calls		10 points	
Yes to hosting an event		50 points	
Take Guest to Event		50 points	
Product Sold		50 points	
Money Making Event Scheduled		50 points	
Business Builder Signed		100 points	
Total Goal Points: _____		Total Actual Points	

Notes: