



# PERSONAL PRODUCTION GOALS

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Date -						
6:01 AM						
						BPM
12:00 PM						
12:01 PM						
6:00 PM						
6:01 PM	Phone Zone	Pre-BPM Mtg				
		BPM				
			Weekly Conference Call			
10:00 PM						

## Objective: Score Every "Mini" Day

### Points:

10 Contact Calls	1 Point	<div style="text-align: center;">Total for this week</div> <table border="1" style="width: 100%; height: 100%;"> <tr><td> </td></tr> <tr><td> </td></tr> <tr><td> </td></tr> <tr><td> </td></tr> <tr><td> </td></tr> <tr><td> </td></tr> <tr><td> </td></tr> <tr><td> </td></tr> <tr><td> </td></tr> </table>									
1 on 1	1 Point										
Personal Guests (each)	1 Point										
Team/Guest (each)	1 Point										
Associate Membership Agreement (w/fees)	1 Point										
FLS (w/commitment)	1 Point (Plan 30-45 min)										
Close	1 Point (Plan 1.5-2 hrs)										
10 Referrals	1 Point										
Grand Total											

### Guidelines:

No Timer	0 points per week
Some Timer	1-3 points per week
Part Timer	4-10 points per week
Full Timer	11-20 points per week
All-the-Timer	21+ points per week

### Goals:

Tuesday Night Meetings – Mandatory \$ \_\_\_\_\_ per month  
 \_\_\_\_\_ Sales\* per week \$ \_\_\_\_\_ Take home/\$\_\_\_\_\_ Taxes  
 Invite \_\_\_\_\_ people per week \*To meet my income goals, I need \$ \_\_\_\_\_ per week.