"Soaring like an Eagle"...

Into the **Red Jacket Club**, then on to **Team Leader**, quickly Stepping Up to **D.I.Q.**, raising Up your Team to **VIBE** excellence and leading your team into following **YOUR** footsteps… takes 10 Classes held a month, gaining 2 New Bookings from each class, and 1-2 New Prospects from each class. ***(Nothing Less)*** Please use this focus grid to chart your efforts and you'll find the key to your Success in your daily habits!!

Hostess Name / Date of Class	# of Guests Attending	# of New Bookings Gained from Class	# of New Prospects Gained from Class	Total $$$ Sold at Class
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				

Prospect's Name	Tele #	Shared Facts	Interest Level	MK Event	Talk w/ Dir	Outside Orders	Class Booked	Other: