

# GRAND ACHIEVER

*Tracking Packet*



# HOW TO QUALIFY...

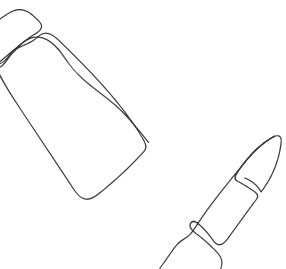
## On-Target

- Five or more active personal team members.
- \$5,000 combined personal/team wholesale Section 1 production in a calendar month.
- You must be active.
- These requirements must be met each month to be considered on-target.

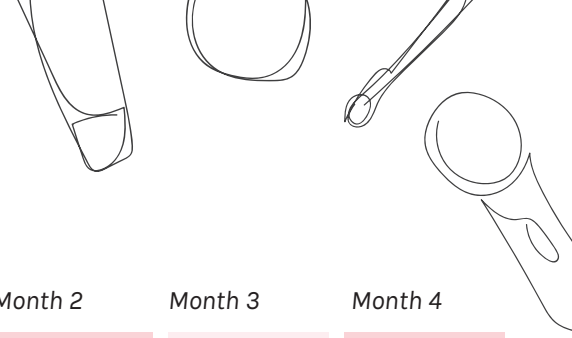
## Qualification

You may qualify as a Grand Achiever in one, two, three or four months, based on when you achieve the following:

- \$23,000 combined personal/team wholesale Section 1 production.
- 16 active personal team members.
- You may contribute up to \$5,000 in personal wholesale Section 1 production toward the total \$23,000 requirement.
- Your team must contribute a minimum of \$18,000 wholesale Section 1 production toward the total \$23,000 requirement.
- You must have a minimum of \$5,000 combined personal/team wholesale Section 1 production each month of the qualification period while maintaining five or more active personal team members.
- You must be active



# Team Tracking



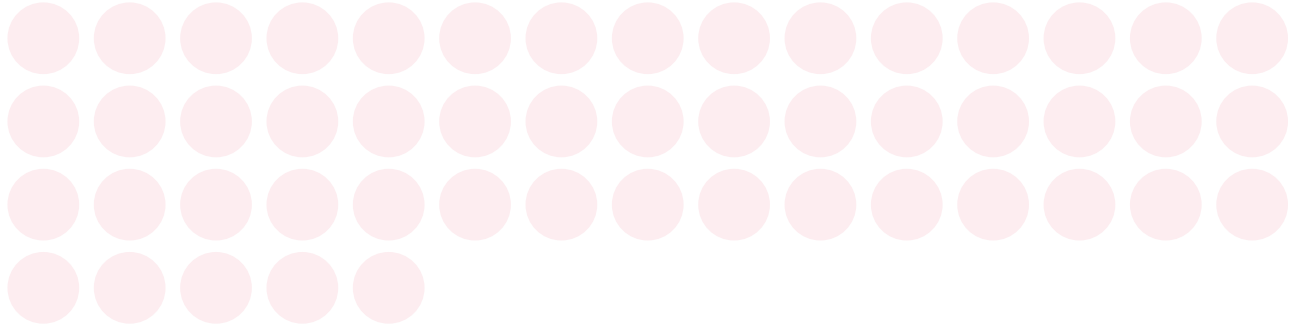
	Consultant Name	Month 1	Month 2	Month 3	Month 4
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
16					

# WHOLESALE TRACKING



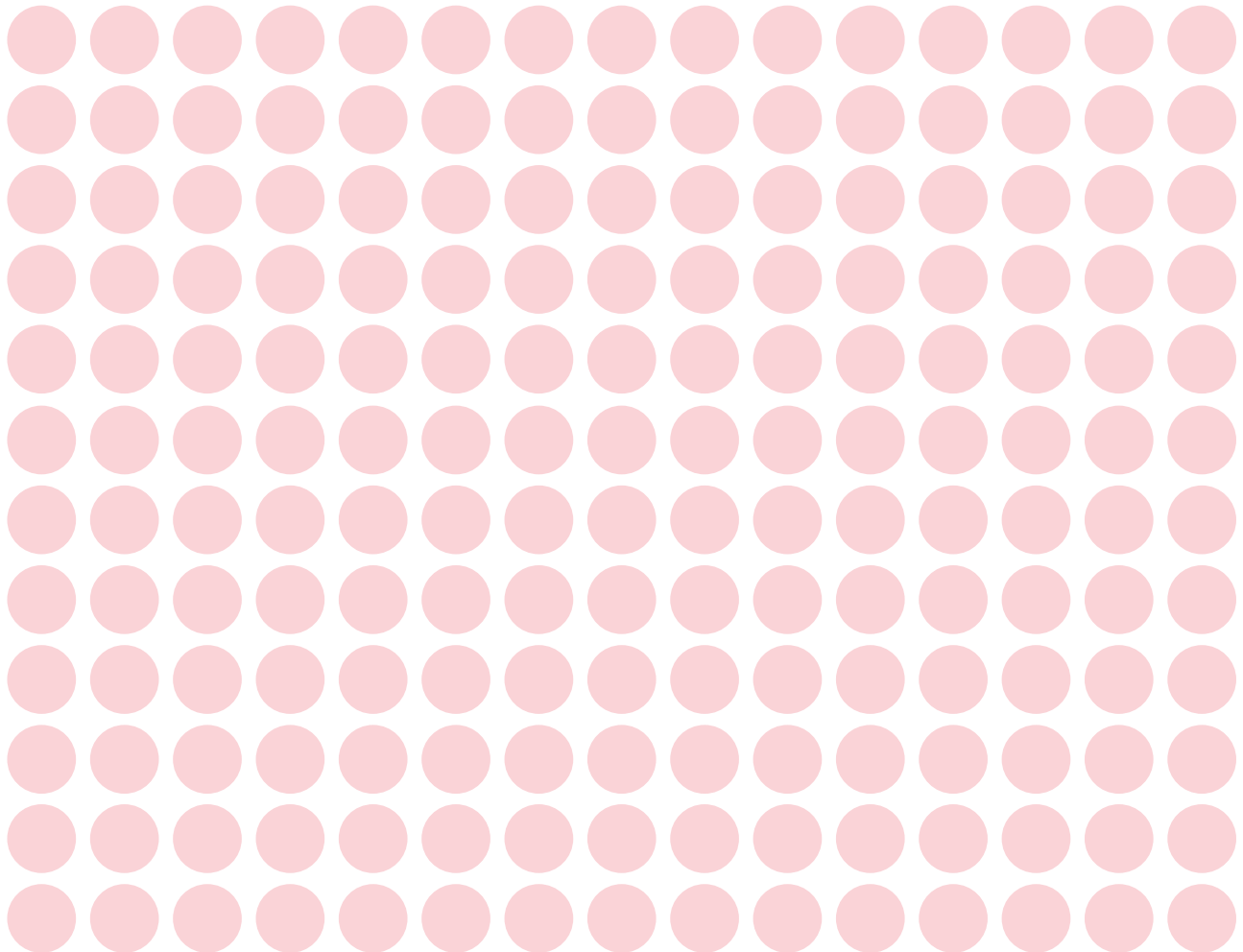
## Personal Production

You may contribute up to \$5,000 in personal wholesale Section 1 production. **Each bubble is \$100. Each line is \$1,500.**



## Team Production

Your team must contribute a minimum of \$18,000 wholesale Section 1 production. **Each bubble is \$100. Each line is \$1,500.**



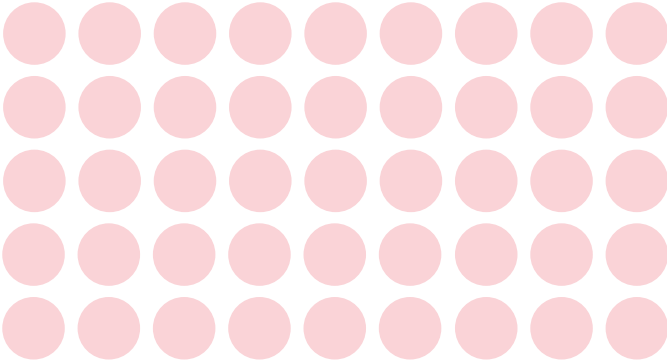
# MONTH ONE

Each bubble is \$100. Each line is \$900.

Personal Production \$1,250 Personal Goal



Team Production \$4,500 Team Goal



Active Team Members

- 1
- 2
- 3
- 4
- 5

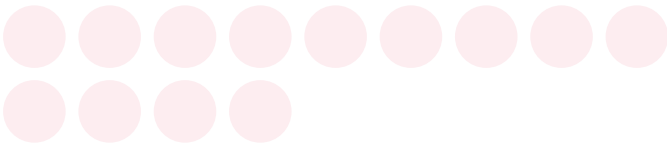
## MONTH 1 ENDING NUMBERS

Active Team Members:	<input type="text"/>	Active Team Members Needed:	<input type="text"/>
Total Wholesale:	<input type="text"/>	Total Wholesale Needed:	<input type="text"/>

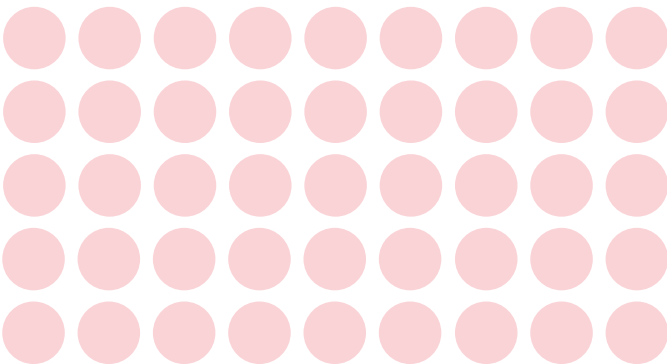
# MONTH TWO

Each bubble is \$100. Each line is \$900.

Personal Production \$1,250 Personal Goal



Team Production \$4,500 Team Goal



Active Team Members

- 1
- 2
- 3
- 4
- 5

## MONTH 2 ENDING NUMBERS

Active Team Members:	<input type="text"/>	Active Team Members Needed:	<input type="text"/>
Total Wholesale:	<input type="text"/>	Total Wholesale Needed:	<input type="text"/>

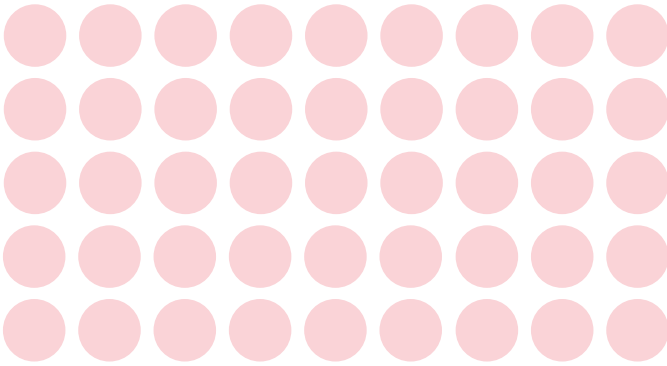
# MONTH THREE

Each bubble is \$100. Each line is \$900.

Personal Production \$1,250 Personal Goal



Team Production \$4,500 Team Goal



Active Team Members

- 
- 
- 
- 
- 

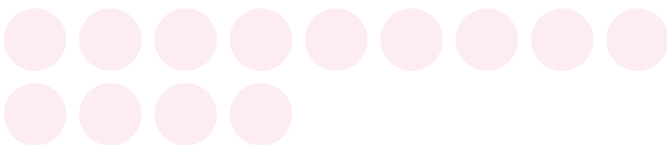
## MONTH 3 ENDING NUMBERS

Active Team Members:	<input type="text"/>	Active Team Members Needed:	<input type="text"/>
Total Wholesale:	<input type="text"/>	Total Wholesale Needed:	<input type="text"/>

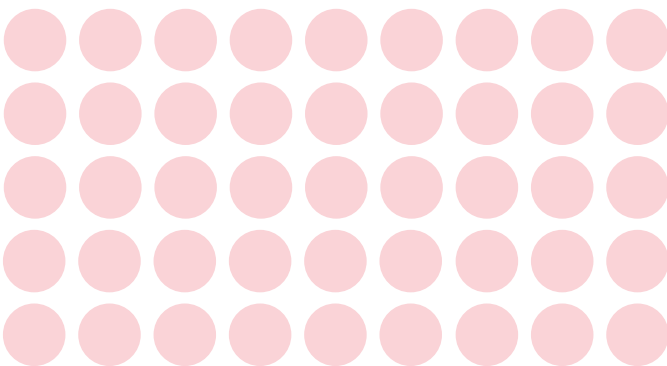
# MONTH FOUR

Each bubble is \$100. Each line is \$900.

Personal Production \$1,250 Personal Goal



Team Production \$4,500 Team Goal



Active Team Members

- 
- 
- 
- 
- 

## MONTH 4 ENDING NUMBERS

Active Team Members:	<input type="text"/>	Active Team Members Needed:	<input type="text"/>
Total Wholesale:	<input type="text"/>	Total Wholesale Needed:	<input type="text"/>

# BUBBLE SHEET TRACKING

Focusing on Bubble Sheets will help you reach your goals with very little tracking!

**1 SHEET A WEEK** is **56 contacts** which takes approx. **30 min. to 1 hour** of calls.

**2 SHEETS A WEEK** is **112 contacts** which takes approx. **1 to 2 hours** of calls.

**3 SHEETS A WEEK** is **168 contacts** which takes approx. **2 to 3 hours** of calls.

*The time to complete one bubble sheet will depend on your and how long your talk to each person.*

## Things to remember-

- Count all face to face connections, including Warm Chatter.
- Texting a booking invite counts as long as it isn't mass texting, but goes to an individual.
- Make a note if you texted to track that too.
- Facebook bookings count ONLY if it was a personal message.

*NSD Tammy Crayk's  
Projects for 1 Sheet a Week*

Each sheet produces 10 yesses.  
Each sheet produces approx. \$1,000 in sales.  
In 4 months that is 160 bookings.  
80 of the 160 will hold.

**LISTEN TO NSD TAMMY CRAYK  
TEACH ON THE BUBBLE SHEET!**

**641.715.3800**  
**ACCESS CODE: 610206#**  
**THEN HIT 7**

**MARY KAY IS NOT MAGICAL  
...IT'S MATHEMATICAL!**



# Bubble Tracking Sheet



Attempt,  
left message  
texted, etc.



Contact made,  
said "No"



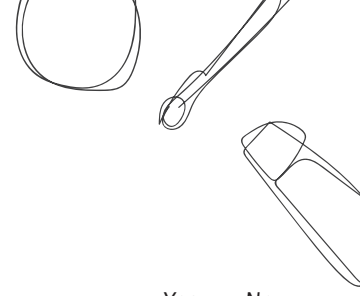
BOOKED!

Fill in one Bubble Tracking Sheet and you can expect 10 bookings, 5 out of 10 will hold.  
At \$200 per appt. average sales - \$1,000 average sales for 5 appts. = 1 sheet is \$500 average profit!  
10 sheets filled out between your team is \$5,000 average car production!


When texting, you must get a response back to count as an attempt.  
Numbers are based on quality prospects. You should obtain at least 10 bookings per completed sheet.

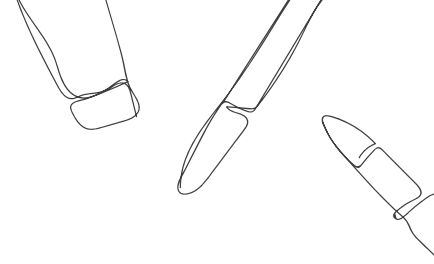


# Interviews Tracking Sheet



Potential Recruit		Yes	No	Potential Recruit		Yes	No
1		<input type="radio"/>	<input type="radio"/>	17		<input type="radio"/>	<input type="radio"/>
2		<input type="radio"/>	<input type="radio"/>	18		<input type="radio"/>	<input type="radio"/>
3		<input type="radio"/>	<input type="radio"/>	19		<input type="radio"/>	<input type="radio"/>
4		<input type="radio"/>	<input type="radio"/>	20		<input type="radio"/>	<input type="radio"/>
5		<input type="radio"/>	<input type="radio"/>	21		<input type="radio"/>	<input type="radio"/>
6		<input type="radio"/>	<input type="radio"/>	22		<input type="radio"/>	<input type="radio"/>
7		<input type="radio"/>	<input type="radio"/>	23		<input type="radio"/>	<input type="radio"/>
8		<input type="radio"/>	<input type="radio"/>	24		<input type="radio"/>	<input type="radio"/>
9		<input type="radio"/>	<input type="radio"/>	25		<input type="radio"/>	<input type="radio"/>
10		<input type="radio"/>	<input type="radio"/>	26		<input type="radio"/>	<input type="radio"/>
11		<input type="radio"/>	<input type="radio"/>	27		<input type="radio"/>	<input type="radio"/>
12		<input type="radio"/>	<input type="radio"/>	28		<input type="radio"/>	<input type="radio"/>
13		<input type="radio"/>	<input type="radio"/>	29		<input type="radio"/>	<input type="radio"/>
14		<input type="radio"/>	<input type="radio"/>	30		<input type="radio"/>	<input type="radio"/>
15		<input type="radio"/>	<input type="radio"/>	31		<input type="radio"/>	<input type="radio"/>
16		<input type="radio"/>	<input type="radio"/>	32		<input type="radio"/>	<input type="radio"/>

# Interviews Tracking Sheet



Potential Recruit		Yes	No	Potential Recruit		Yes	No
33		<input type="radio"/>	<input type="radio"/>	49		<input type="radio"/>	<input type="radio"/>
34		<input type="radio"/>	<input type="radio"/>	50		<input type="radio"/>	<input type="radio"/>
35		<input type="radio"/>	<input type="radio"/>	51		<input type="radio"/>	<input type="radio"/>
36		<input type="radio"/>	<input type="radio"/>	52		<input type="radio"/>	<input type="radio"/>
37		<input type="radio"/>	<input type="radio"/>	53		<input type="radio"/>	<input type="radio"/>
38		<input type="radio"/>	<input type="radio"/>	54		<input type="radio"/>	<input type="radio"/>
39		<input type="radio"/>	<input type="radio"/>	55		<input type="radio"/>	<input type="radio"/>
40		<input type="radio"/>	<input type="radio"/>	56		<input type="radio"/>	<input type="radio"/>
41		<input type="radio"/>	<input type="radio"/>	57		<input type="radio"/>	<input type="radio"/>
42		<input type="radio"/>	<input type="radio"/>	58		<input type="radio"/>	<input type="radio"/>
43		<input type="radio"/>	<input type="radio"/>	59		<input type="radio"/>	<input type="radio"/>
44		<input type="radio"/>	<input type="radio"/>	60		<input type="radio"/>	<input type="radio"/>
45		<input type="radio"/>	<input type="radio"/>	61		<input type="radio"/>	<input type="radio"/>
46		<input type="radio"/>	<input type="radio"/>	62		<input type="radio"/>	<input type="radio"/>
47		<input type="radio"/>	<input type="radio"/>	63		<input type="radio"/>	<input type="radio"/>
48		<input type="radio"/>	<input type="radio"/>	64		<input type="radio"/>	<input type="radio"/>