

~ TRACKING REPORT ~ (by the numbers)

Week Starting Date: \_\_\_\_\_ - Week Ending Date: \_\_\_\_\_

	Monday	Tuesday	Wednesday	Thursday	Friday	Sat. or Sunday	
<b>DIALS</b> <sup>1</sup>	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 33 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 33 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 33 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 33 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 33 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 33 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 33 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70
<b>SCRIPTS</b> <sup>2</sup>	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	
<b>FOLLOW UP</b> <sup>3</sup>	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	
<b>3<sup>rd</sup> PARTY Verifications</b> <sup>4</sup>	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	
<b>DECISIONS</b> <sup>5</sup>	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	

- 1 **DIALS** – Count how many prospects you are DIALING to make your 1<sup>st</sup> Presentation.
  - How many prospects did you call on the phone (all calls count even if they are not home.)
  - If your dial numbers are low ... you need to acquire more prospects. Either revise your METHODS or try new METHODS of acquiring prospects.
  - If your dial numbers are low AND you already have plenty of prospects to call – you have “phone fear.” Please practice your broker script and then call your sponsor and practice with your sponsor.
  - If you get a VOICEMAIL ... if you get the option to **PAGE** them, do that. Otherwise just hang up, and call your next lead.
  - Keep track of each call to each prospect. If you’ve hung up on their voicemail **3 times**, then leave a short and exciting voicemail msg.
  
- 2 **SCRIPTS** – How many times did you go over the **whole** script? You can only count presentations that you finish with 1 of only 2 choices: (a) you SIGN them up, or (b) you SET your next appointment (day/time).
  
- 3 **FOLLOWUPS** – calling someone back that you ALREADY did the broker script with.
  - If you DIAL and there is no answer OR you hang up on the voicemail then indicate by **UNDERLING** the number.
  - If you leave a voicemail **CIRCLE** the number.
  - If you TALK to them **X** the number out.
  - If you SIGN them up or SET the next appointment then BLACKEN the number in with a **solid “O”** or **solid square “box”**.
  
- 4 **3<sup>rd</sup> PARTY VERIFICATIONS** – allow your prospect to HEAR from someone else that Ameriplan® is real and Ameriplan® is great.
  - ALL NEW BROKERS – after your script presentation -- 3way your prospect with your sponsor for 5-7 minutes of edification.
  - EXPERIENCED BROKERS – will do most of their 3<sup>rd</sup> party verifications with a 3way to (212) 461-8784, Take prospect to videos online, or Verify a prospect watched the DVD. They also take their BEST prospects to a live 3way call verification with their sponsor.
  
- 5 **DECISIONS** – Learn that success comes from collecting and following up on DECISIONS.
  - If your prospect says **YES** – this is a decision.
  - If you complete the script and they say “I am **NOT** interested.” – this is a decision.
  - If you complete the script and they say “**I need to research more.**” If you set the next appointment – this is a decision.
  - If the prospect must get **approval from a spouse**, as long as you set the next appointment – this is a decision.
  - If the prospect must **wait until payday to start**, as long as you set the next appointment – this is a decision.
  - Answer this at the end of each call: “**The decision my prospect made is \_\_\_\_\_**”