



ACTION Plan Weekly Tracker

Week of: _____

Weekly Point Goal: _____		Personal Development	Prospecting Activity	Three-Way Call	Conference Call w/Guest	NO	Sales Activity
Sunday							
Monday							
Tuesday							
Wednesday							
Thursday							
Friday							
Saturday							
Weekly Points							

Weekly Grand Total	
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Point Achievement Categories

Potential Points

- Personal Development 5 points per day
- Prospecting Activity 1 point per contact
- Conference Call w/Guest 5 points per guest
- Three-Way Call 3 per call
- No 7 Per No
- Sales Activity
 - Website Only 0 points per day
 - Bronze Pack 10 points per day
 - Silver Pack 20 points per day
 - Gold Pack 30 points per day

Definitions/Clarifications

Personal Development: Only award yourself points IF you have invested a minimum of 15-minutes focusing on your personal and professional development. **Max 5 points per day**

Prospecting Activity: You receive 1 point per contact, there is no limit to the number of prospecting points you can earn per day because prospecting is the primary activity that *leads to revenue production.*

Three-Way Calls: You may earn points by both doing three-ways calls with your upline for your own personal prospects or for your downline with their prospects.

Conference Call w/Guest: When you three-way a guest onto one of our corporate conference calls or one of your team's conference calls, you receive 5 points per guest.

NO: Are you happy, do you have a plan, would you like to see one...when someone goes through the system and decides Drink A.C.T is not for them, celebrate with a no and 7 points

Sales Activity: There is additional weighting on points scored through sales activity because this is the primary activity that makes us money. The bigger the pack, the more the points!