

REPORTING YOUR WEEKLY NUMBERS:

As a part of our “I CAN be accountable” process, the Trainer will contact you within 24 hours prior to your weekly call and ask for your numbers. Once the numbers have been collected, the Trainer will let you know the numbers for everyone on the Team, and you will enter those numbers on your Team Call Worksheet before the call. The Trainer will determine the contact and notification process for the team depending on email access, etc.

Remember that everyone is to start the month with 10 names on their Contact Manager. These 10 prospective partners should be contacted during the first week of the month to offer them the opportunity to partner with you in the I Can program. Until you have contacted them, they do not appear in the numbers you give to your Trainer.

Your weekly report to the trainer will include 3 categories: Hopper, New Contacts and Referrals.

Hopper

These are people you have contacted. You have either scheduled a presentation or they have seen the presentation and are in the decision-making process. (If someone decides not to accept your offer, then they will be removed from your list and from the Hopper.)

New Contacts

These are people you have ADDED to your list since the last team call. It may be someone you met for the first time during the week. Or it may be someone you know, and you decided to add them to your list. The reason for noting new contacts is to encourage us to continuously use our “I CAN eyes and ears” as people cross our paths– or our thoughts. Plan activities that will allow you to meet new people and broaden your contacts.

Referrals

These are people that have been referred to you by others since the last team call. The reason for keeping track is to remind everyone to always ask for referrals. When someone agrees to give you referrals, then remember to ask for specific names. Do they have the characteristics that would make them a good partner? Does your referral source have an idea of how they would benefit from the program?

- Someone would count as a New Contact or a Referral for one week only. After that, they would simply be on your list until you extend the invitation to them.

- Depending on their response to your invitation, New Contacts and Referrals will then be moved to your Hopper or removed from the list.

WHY ARE THE NUMBERS IMPORTANT?

- It's easy to be in Procrastination instead of Production. Knowing we are accountable to our team encourages everyone to be in action so we can achieve the results we're looking for!
- The numbers show you where you are on the path. You need to know where you are in order to get where you want to go.
- This information can help the team members support each other more effectively. We are all invested in each other's success.
- Remember that the numbers are for *information* – not for guilt, which is a totally damaging and unproductive emotion. If you are not happy with your numbers, that's a message to do better next week – not to beat yourself up.