

# ORGANIZATION CHART

Month of \_\_\_\_\_

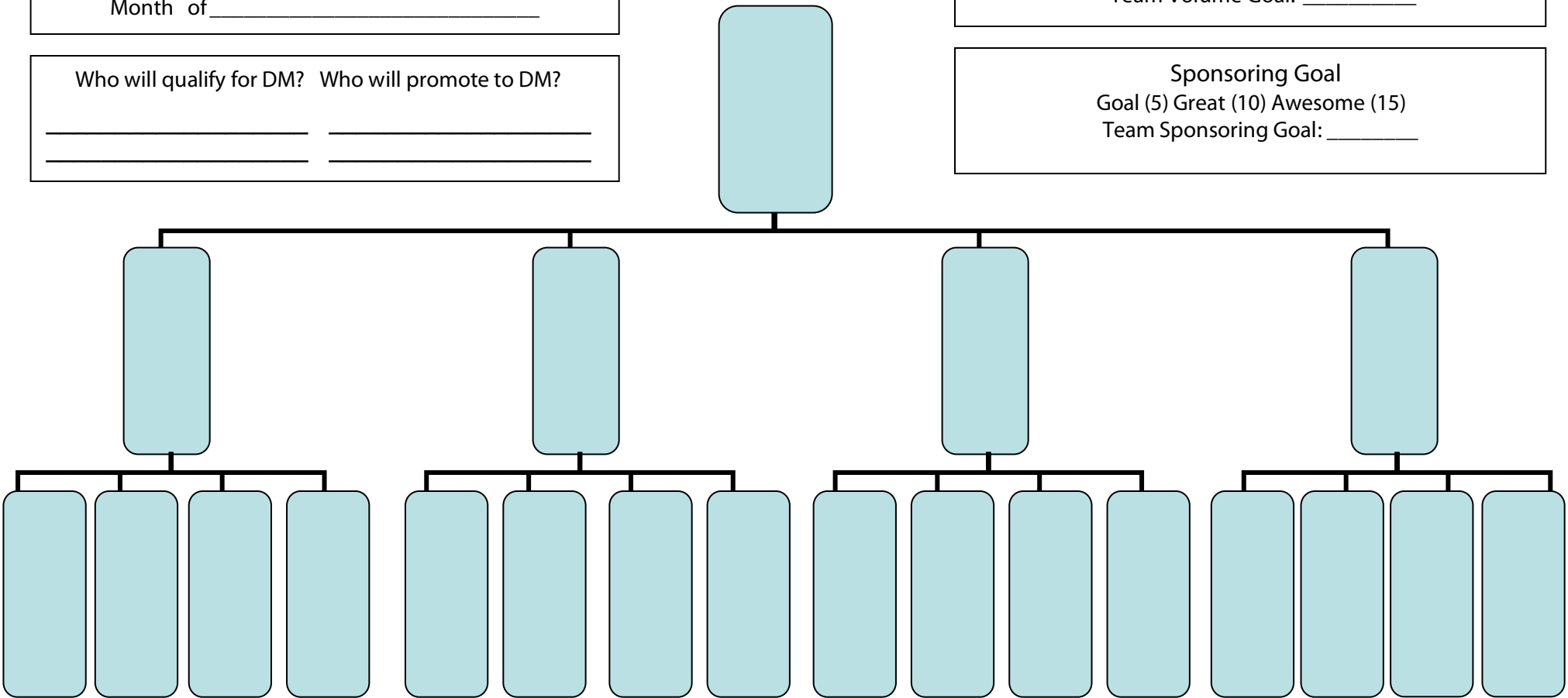
Use 'Steps for Success' flow chart to fill out your Laser Beam Focus chart.

Volume Goal (You + New)  
 Good (\$3000) Great (\$6000) Awesome (\$10,000)  
 Team Volume Goal: \_\_\_\_\_

Who will qualify for DM? Who will promote to DM?

\_\_\_\_\_  
 \_\_\_\_\_

Sponsoring Goal  
 Goal (5) Great (10) Awesome (15)  
 Team Sponsoring Goal: \_\_\_\_\_



**Sponsoring Appointments**  
 Good (2/wk) Great (3/wk) Awesome (4/wk)  
 Sponsoring Appt Goal: \_\_\_\_\_

- |     |     |
|-----|-----|
| 1.  | 2.  |
| 3.  | 4.  |
| 5.  | 6.  |
| 7.  | 8.  |
| 9.  | 10. |
| 11. | 12. |
| 13. | 14. |
| 15. | 16. |

Remember to paint the BIG picture!

## Volume Fillers

- \* 30- Day Detox Boot Camp
- \* 1:1's (Fit Kits, RE9, Cosmetics)
- \* Catalog Parties
- \* Referrals
- \* Reorders/Follow Up
- \* Sample Packs
- \* Booths/Conventions

WHATEVER IT TAKES!

## Paint the Picture

- \* set up Dream Teams
- \* use recorded DA calls
- \* bring guests to your local DA events
- \* bring guests to your monthly meeting
- \* set up coffee appointments
- \* set up 1:1 appointments for local prospects
- \* set up phone calls for out of town prospects

## Group Presentations

Good (6) Great (8) Awesome (10)  
 Group Presentations Goal: \_\_\_\_\_

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.