

End of Week Checkup: How did you do this week?

- a. ___ Number of new prospects you called for the first time. ___ vmail ___ spoke to
- b. ___ On a scale of 0 to 10, how proficient are you with the Team phone scripts?
- c. ___ Number of follow up calls you made to prospects. ___ voicemail ___ spoke to
- d. ___ Total Number of new connections you made on FB _____ on LinkedIn _____
- e. ___ On a scale of 0 to 10, how happy & confident do you sound to prospects?
- f. ___ Number of New Conversations you initiated on Facebook or LinkedIn
- g. ___ Number of 3-way calls with prospect & upline ___# of next call appointments
- h. ___ Number of Duplicator Invites you sent
- i. ___ Number of Prospects who watched your [VIPcruisingClub](#) videos
- j. ___ Number of complete Webinars you attended and took notes?

Based on your above answers, what grade would you give yourself this past week?
___A, ___B, ___C, ___D, ___F

If you repeat the above numbers every week for the next 52 weeks, will you reach your goals? ___Yes ___No ___ I don't know ___ I don't have goals yet

List the top 3 items above you can improve the most. **(Send to your sponsor)**

	SUN	MON	TUE	WED	THU	FRI	SAT
a. # New Prospect Calls							
Voicemails							
Live Calls							
c. # of Followup Calls							
Voicemails							
Live Calls							
d. NEW Connections							
# FB Friend Requests							
# Linkedin Contacts							
f. New Conversations							
# on Facebook							
# on Linkedin							
g. # of 3-way Calls							
h. # of Duplicator Sent							
i. # Prosp to VIPcr-Club							
j. # of Webinars							

Different **Ways to Followup** with a Prospect

1. Call them on the **PHONE** – always the best
2. Talk with them in **PERSON** – you can't see as many per day, but very effective if and when you can.
3. **VIDEO CHAT** – very effective. They see your face, expression and voice. Facebook Video Chat, Skype, DUO, Facetime, Tango, Viber
4. Facebook **MESSENGER** – also called FB Chat, PM or DM. What's nice is you can see if they opened your email and it keeps track of your conversations & easy to transition to a FB Video Chat when both are online.
5. Regular **EMAIL** – you can write more than a txt msg but don't write more than 1 screen full. Use an email tracker (Cloud HQ or Getnotify.com) so you are email notified when they open your email.
6. **TEXT MESSAGE** – 92% are opened within 3 minutes but the messages are short. You can use to ask them to check the email or FB msg you sent too.
7. **LINKEDin CHAT** – when you cannot find a prospect on Facebook, you might find them on Linked in. Connect with them and send a private chat.

How **OFTEN** to Followup with a Prospect

1. I like to make my first followup **24 hours** after our first talk.
2. If I get voicemail on my first followup, I will call back in **another 24 hours**.
3. After I talk with them the 2nd time, I invite them to call me the next day, but if they don't I call them **48 hours** after our second call.
4. After the 3rd call, it depends on how interested they sound to me. The more interested they sound, the sooner I call them back. The less interested they sound I may put them off for 7 days up to 30 days.
5. If they are working a different home business, I ask them if I can check back with them later to see how it's going. I will set an alarm for **3 to 6 months** depending on the person and how our conversations went.
6. You will get better with **lots of practice** doing the right thing and using our VIP scripts.
7. You only Fail if you Quit.