

For coaching your team:

- Are enough presentations taking place? The outcome for this tracker is for members to complete this sheet and discover their success ratio which allows them to compete and improve over time.
- Often new members lose momentum and get discouraged in the first 'inning' – keep reminding them the game goes 9 innings+ and return their focus to their weekly activity and their commitment to 'be here in one year'
- At the end of each line or row, write in enrollment % - i.e. If there is 1 enrollment, write 10%
- If over half the squares are completed (50) and there are only customer enrollments, there are 2 possibilities:
 - They are trying to 'sell' or 'close' their prospects and pushing people away
 - They are suggesting people try the product for a few months before they consider becoming a member
- If 30+ squares are completed and there are NO enrollments – something is going way off track and you need to work a little more closely with your team member to find and fix the problem
- Note – in the beginning, it is not unusual to enroll 10% or less - that is completely fine! Many successful professional network marketers with years of experience only enroll 30%. Remind them in baseball, you only have to bat just over >300 and you're in the hall of fame
- Praise and recognize your team members for taking the right actions – inviting, sharing the presentation and following up. Coach them to increase their activity if they are not seeing the results
- Emphasize that the more they share this, inevitably, the more success they will have
- As always, reinforce the fortune is in the follow up! When someone says 'No thanks' when you first show it to them, we must continue to develop the relationship and provide good follow up

10/5 😊	10/7 😊	10/10 😊 C	10/13 😊	10/15 😊	10/19 😊 C	10/22 😊 M	10/24 😊	10/27 😊	10/29 😊
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