

7								
8								
9								
10								

Week Two							Week Three			Week Four	
Date				Date				Date			
Email	Comments		Phone Call	Outlook Invite	Comments	Phone Call	Email	Comments/Final Outcome			
	x	Left Voice Mail for Lisa sent email #2		x	x	Made call #2 sent Outlook invite for 6/22	x	x	Appt. 7/23 with VP of Sales to talk about STAR		

Instructions :  Give As this worksheet name of **YourNameCampaign1** for week 1 and **YourNameCampaign2** for week 2 and so on.

For each week of the program, list your activity under "Prospect Name." Then, put an X to verify that the week's activity has been completed, adding any comments (see example).

Prospects stay on the list until an appointment is scheduled, they are a dead lead or the follow-up cycle is completed.

At the end of each week email your worksheet to your sales coach. The second week you will be emailing 2 worksheets, 3rd week 3 spreadsheets so forth.

Be sure to schedule your 30 minute coaching call each week with your coach and you will receive your worksheet on your coaching call each week.

Questions?
 Call 877.310.1370
 Lisa Peskin x 101
 Brynne Tillman x 102
 Roy Hudec x105
 Stefanie Rosenfeld x103

meet with the
Week 1,
go forth.

ten prospects
in the box to
completed,

department is
our week

worksheets to
will be
worksheets and

meeting session
be reviewing
each week.