



A FREE CAR IS 200 POINTS A DAY!

DAILY POINTS:

PHONE CALLS: (intent to book only)

Dialing the phone with intent	1 pt	_____
Getting the intended party but they don't book	15 pts	_____
Booking the intended party	50 pts	_____
Booking a recruiting interview	100 pts	_____

WARM CHATTER:

Getting their number	15 pts	_____
Booking them	50 pts	_____

HOLDING APPOINTMENTS:

Selling at the appointment	50 pts	_____
Closing a recruit	100 pts	_____

SMALL STEPS:

Reorders	1 pt	_____
Handing out card	1 pt	_____
Attending unit meeting	1 pt	_____