

The one system that will transform your business

Your prospect tracker

Have you ever started a conversation and never followed up?

A tracker helps you remember what she wants and where your conversation stands.

You can see who to reconnect with and what your next step should be.

Tracking your prospects is non-negotiable

Treat your business like a business

Record her goals, questions and interests.

Note what you shared and how she responded.

Choose your next action and set a follow-up date.

Review your tracker during your regular business time.

Know your sponsoring goal

Your goal helps you plan your activity

Choose how many new teammates you want each month.

Planning example: one new teammate a month.

Start by planning ten sponsoring conversations.

Track your results and adjust your activity
based on what you learn.

Create your sponsoring plan

Where will your conversations come from?

Customers

Start with people who already love your products.

Your current network

Create curiosity through your posts and reach out respectfully.

Facebook interest groups

Connect with a niche of people whose needs may fit what you offer.

Networking groups

Build relationships in person and online.

Track, follow up and use the tools

Choose a tool that fits her interest or question

Tuesday opportunity call

Wellness Wednesday,
testimonies and group posts

Body Signals System, wellness quiz
and face scan

Track what tools you use.

Review your month

What worked? What didn't work?

Review your conversations, invitations, follow-ups and new teammates.

Which strategies helped you start conversations?

Which tools helped people understand their options?

Repeat what worked and choose what to change next month.

Duplicate and support your team

Teach them what's working for you

Help each teammate set a goal and create a plan.

Show them how you use your tracker and let them practice with your support.

Offer 3-way chats and calls as they learn.

Review their progress together and help them choose their next step.

	DATE CONNECTED	INFO/ABOUT	INTEREST	LAST FOLLOW UP DATE & NEXT DATE	WHERE THEY LIVE	Facial Scanner & Body Scanner	Tues Opp C Wellness C
ham	text	Amery in person spa			Wisconsin	asked 9/24	invited 9/30
ana	10/2	buying a house	Not interested	9/15- detox call- connect back in 2027	Wisconsin		Attended
ory	11/24	connected in wellness boutique			Georgia	9/6	
tt		commercial banking		9/15 detox call		9/7	
ern	10/18	Does Optiva, already sharing scanner with people		9/22- sent VM	Illinois	9/7	invited 9/12
Whittaker	10/2	Does optivia, InScan reports	Not interested in product, only scanner	11/24	Wisconsin		Attended 10
ault	10/20	does wellness stuff	sent scanner info	9/15 check in	Wisconsin	9/5	
nor	4/22	Gut Health Coach	not really interested	5/16- VM for collab			
d	8/29	has a wellness practice		9/15 detox call		10/2	
	10/8	Has her own practice and has a big network, does issagenix	scanner- sent info	9/15 check in	Canada		invited 9/29
ar	5/24- pm from group	IN Hydration, weight loss, HR		6/5- homrone replay		9/22	
ow		in person fitness & Zyla		10/17- invite to zoom	Wisconsin		
anek	10/9	iv hydration	interested in detox	11/20			
au	5/2	IV hydration	very interested- talking to biz partner	9/15 detox call			
ah	6/3	iv hydration clinic- no posts on profile ??	hasnt responded to last 3 messages	9/22- sent VM			
tai	7/4	iv hydration	did not join group yet- not replying	9/22- sent VM			
y	6/27- nurse group	LNP	interested	9/15 detox call	Ohio		
y	8/31	Looking for something in health and wellness			Hammond		