

[illegible]



Weekly Business Planner

SCHEDULE: 1st **Spiritual**, 2nd **Family**, 3rd **Work**, 4th **Business**, 5th **Relax**

D.E.Q.T. Is it **D**uplicatable, Is it **E**ffective, Is it **Q**uick, Is it **T**imely

REMEMBER: When you get a **Cancellation** in your Schedule, take that time & **Put it back** into Activity #1 or #2

O.P.T.S. Weekly **Objective**, Weekly **Action Plan**, Weekly **Time** Required, Weekly **Schedule**

Name:_____ **Month:**_____ **Week:**_____



Weekly Time Commitment to Your Business

1. Meeting & Inviting People x (50%)

2. Presenting & Recruiting People x (40%)

3. Other Business Activities x (10%)

hrs.

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M.M.A.C. Tracker

Monitor your Activity
Measure your Results
Aadjust your Approach
Control your Success

[illegible]



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① Number of Conversations Started

Number of
Connections Made

%

② Number of Invites Attempted

Number of
Invites Done

%

③ Number of Interviews Setup

Number of Interviews Done

%

④ Number of Mtg's Setup

Number of
Mtg's Done

%

⑤ Number of Followup's Setup

Number of
Followup's Done

%

6 Number of Getting Started Setup

Number of
GS's Done

%

Number of
Cust. or Amb.Number of
Not Now's

%



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