

Memory Jogger in Excel

- 1) The Learning Process
- 2) Determine next steps with sponsor
- 3) Promotional vs Paid PVC

List Names on Memory Jogger

Track your progress by hand or in Excel

	Cust Name	Date	Product	Promo PVC	Cumulative Promo PVC
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
16					
17					
18					
19					
20					
21					
22					
24					
25					
26					
27					
28					
29					
30					

Concepts for New Distributor Training

1	To Maximize Learning Process	
	Sponsor	New Distributor
	Tells	Hears it
	Shows	Sees it
	Models	Observes it demonstrated
	Duplicates	Does it

2	Follow 5 Step process to determine what to do and say	
	List Name	
	Decide Next Steps	Relationally and Educationally
	What Tool	Facts Tell
	What Story	Stories Sell
	What Event	People Propel

3	Understanding Promotional vs Paid PVC				
	Month 1 10 JP Orders 1,000 Promotional PVC		1 Dist	Month 2 10 JP Orders 1,000 Promotional PVC	
	Promotional PVC	Paid Col 4		Promotional PVC	Paid Col 4
	10	10		10	10
	100	25		100	25
	1000	250		1000	250

Promotional PVC for each Product			Paid PVC for each Product	
JP	101.25			25
Vineyard	60		Divide promotional PVC by 4 months if on installment plan	15
Chewies	52.5			13
Adult Chews	105			26
Complete	63		16	

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Sample of how to use this chart

	Cust Name	Date	Product	Promo PVC	Cumulative Promo PVC
1	Mary	6/15/10	JP	101	101
2	Susie	6/15/10	Vineyard	60	161
3	Joe	6/16/10	Gummies	53	214
4	Harry	6/16/10	Trio	160	374
5	Roger	6/17/10	Trio	160	534
6	Joe	6/18/10	JP	101	635
7	Jean	6/20/10	JP CHS	101	736
8	Jerry	7/2/10	Trio	160	896
9	Harry	7/2/10	JP	101	997
10	Jill	7/15/10	JP	101	1098
11	Bill	7/15/10	Vineyard	60	1158
12	Jack	7/21/10	Gummies	53	1211
13	Phil	7/21/10	Complete	63	1274
14	George	7/24/10	Trio	160	1434
15	Kyle	7/25/10	JP	101	1535
16	Carrie	8/2/10	JP CHS	101	1636
17	Sherry	8/2/10	Gummies	53	1689
18	Barry	8/5/10	JP	101	1790
19	Larry	8/5/10	JP CHS	101	1891
20	Sally	8/8/10	JP CHS	101	1992
21	Patti	8/10/10	JP	101	2093
22	Gina	8/12/10	JP	101	2194
24					2194
25					2194
26					2194
27					2194
28					2194
29					2194
30					2194

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