

Six **SMART** Months

Specific • Measurable • Achievable • Relevant • Timely

MONTH						
EVENT 1						
EVENT 2						
EVENT 3						
5 CUSTOMERS						
1 PARTNER						
▼						
1 PARTNER+						
▼						
1 QSC						
▼						
BONUS	\$400/\$300	\$400/\$300	\$400/\$300	\$400/\$300	\$400/\$300	\$400/\$300
▼						
1 QUALIFIED QSC						

PEOPLE I'M SHARING WITH

MY DREAM TEAM

Six SMART Months Conference to Conference Planning

Monthly Goal: 5 new customers, 1 new Partner, 1 Partner+ or QSC promotion = 5-1-1

Start each month with an Invitation List of 20 names, including carry-overs from last month

Weeks 1-3: invite them to coffee, lunch, watch a video, live event, Zoom event, Facebook event, 3-way

Week 4: complete follow up with the 20 to get a "Good Yes" or a "Good No". Help your new Partners