

Concorde Vision Accountability Training for Peak Performance

Print this for your records

Our success in this business is determined by what we do on a consistent daily basis to grow personally, professionally, and financially.

We have created a simple point system to track your results so that you can determine EXACTLY the amount of income you want to earn and the timeframe in which you want to earn it.

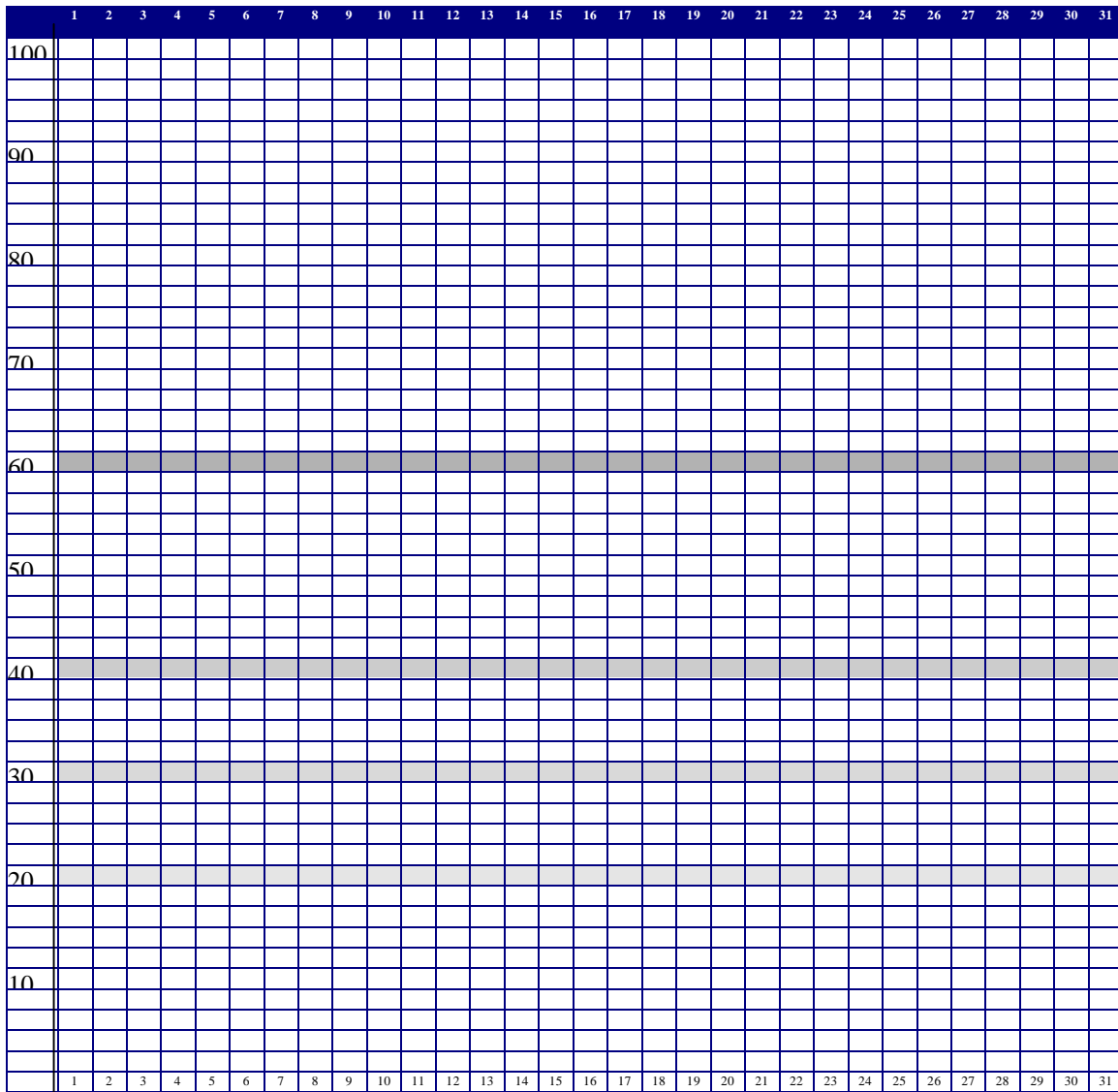
Each business building activity is given a point value. Each time you accomplish one of these steps, mark off the number of points you earned and continue. At the end of each day, add up your total points and mark an "X" on the Monthly Worksheet to correspond with your results.

The rest is self explanatory.

Use these tools and EXPLODE your business!

Lets rock!

Ben



Point Scale/Income Zone

60+ HIGH INCOME ZONE

Very well done! Failure impossible if in this activity zone for 12 consecutive months.

40 to 60 points FAST TRACK ZONE

Great job. Perfect place for the part timer looking to replace his/her job income and go full time.

30 to 40 points HEALTHY GROWTH ZONE

Good start. A great place for a part timer who just wants to make an extra \$500 to \$1000 per month.

20 to 30 points AVERAGE ZONE

Start looking for things you can delegate. You shouldn't be doing menial tasks such as organizing or house work.

Below 20 points TIME TO REWRITE YOUR GOALS

Get trained! Work with your upline to set goals, learn the system, and improve your confidence. Don't blame the company or the compensation plan for your lack of income. The only person to blame is YOU!

Concorde Vision

Peak Performance ACCOUNTABILITY Daily worksheet

DATE: ___/___/___ (The numbers in parenthesis indicate the point value for each production activity)

Activity	Goal	Action	Result in Points
Each Name Entered into Tell A Friend Link (2)		1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50	
New Preenrollee generated (1)		1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50	
Calls to Preenrollees <ul style="list-style-type: none"> • Leave a message (2) • Speak (3) 		1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50	
Preenrollees on Decision Call/Business Overview Call or Recorded Overview Call (5) <small>Only counts if the person was on the call Invitations don't count.</small>		1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30	
3 Way Calls with Upline (5) After the person has taken a DETAILED tour of the site and/or listened to a Decision Call or Bus. Overview		1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30	
3 Ways with Downline (5) After the person has taken a DETAILED tour of the site and/or listened to a Decision Call or Bus. Overview		1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30	
Follow up Calls (2)		1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30	
Listen to a Training Call (2) <ul style="list-style-type: none"> • Get Started Fast Call • Live Prospecting Call • Product Training 		1 2 3	
Enroll New Member (10)		1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30	
Bonus Points for Each New Member That Originated From the Tell A Friend Link (5) <small>(in addition to new member points)</small>		1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	
Help a New Member Reach BRONZE (50)			

Transfer these Numbers to your Monthly Worksheet.

How much money will I make if my downline does what I did today?

This is a searching questing. Your answer will be perfect forecaster of you success. It accepts no rationalization. No excuses will ease its outcome.

Sometimes we find ourselves planning all day and we might be tempted to feel good with our answer. But how much more money will I make if my downline plans all day long every day?

Tape this question to your bathroom mirror. Read it at the beginning and end of every day. As you look past the question into the mirror see the only person in the world that can answer it. No excuses.

Look at it every day think about it then write down the answer the dollar amount on a score card. It will change your