

Growing Your Purium Business

2ND QUARTER



www.puriumbusiness.com

WEEKLY ACTION & ACCOUNTABILITY WORKSHEET SYSTEM

This is a simple way to track your level of personal production activity. You will be tracking EIGHT ACTIVITIES AND STATISTICS for the next 90 Days:

- 1.Number of Reach Outs
- 2.Number of People Talked To
- 3.Number of Connect Calls
- 4.Number of New Customers
- 5.Number of New Brand Partners
- 6.New Ranks
- 7.End of Day Volume
- 8.Points Needed to Reach Rank

NUMBER OF REACH OUTS

Every time you send a Text, leave a Voice Mail, send a Video, a Direct Message, or a Voice Text, for the purpose of engaging with a person regarding Purium, give yourself a point.

Record just the total number of times, in numeric form, that you took one of the above actions. You can take this information from your Daily Planner and Tracking Sheet and transfer it over to your Weekly Tracker.

These Reach Outs should be made directly and specifically to an individual for the purpose of talking about products or business. It does not include newsletter contacts or mass communication of any kind.

You will use this number in calculating your Reach Out Ratio.

NUMBER OF PEOPLE TALKED TO

We always want to move towards creating a conversation. This is the actual number of times you engaged in a voice to voice interaction directly with an individual for the purpose of sharing Purium with them.

For all the people you reach out to virtually, how many are you actually talking to? Your voice matters! This is the other number you will need in calculating your Reach Out Ratio

NUMBER OF CONNECT CALLS

This is a critical and key activity to help move people forward in the process.

Record the number of times you initiate and bring a prospecting Connect Call to one of your upteam support team members.

Do not include any connect calls where you are the upteam and a team member brings a call to you.

NUMBER OF NEW CUSTOMERS

This is an INCOME PRODUCING ACTIVITY! Every time you have a gift card redeemed by a new customer, give yourself a point. New Customers contribute to your K Club and earn you commission. This is for personal and direct customers only.

NUMBER OF NEW BRAND PARTNERS

This is an INCOME PRODUCING ACTIVITY and it is how we reach more people faster. Every time you enroll a new Brand Partner direct to you, give yourself a point. This is the pathway to exponential growth and a key indicator of how fast your organization can grow.

You will use this number in determining your Sponsoring Ratio.

NEW RANKS

Congratulations! One of your direct team members has moved up in the pay plan. Out of the number of new Brand Partners you sponsor, how many are you helping to move through the pay plan?

You will use this number in calculating your Mentoring Ratio.

END OF DAY VOLUME

This is how you measure the health of your organization. You are the CEO of your own business. Always keep track of how your business is doing. This is essentially your bottom line. How did my business do today? Is there movement here day after day? If you are posting strong activity numbers, this should be moving. If it is not, then assess what needs to change so that it does.

NEEDED TO REACH RANK

This helps to understand how far you have come and how much further you still need to go to reach your monthly goal. Work at decreasing this number each day. Break this down and divide it by the number of days left in the month. You will have two numbers in this box; the total needed until the end of the month and the number of points needed per day.

ADDITIONAL RECOMMENDATIONS

Fill this sheet in DAILY, not just at the end of the week. See how the pattern develops. Stay positive and know you have more days ahead to make up ground where you need to. Try not to get too far behind where you want to be. Reach out to your upteam Diamond, Colored Diamond, or Crown for support to see where you might be able to make changes, either on your goals or your activity. Use this tool to help you change and develop the pattern you want and need to get you where you want to go.

FORECASTING/RECASTING

*FORECASTING IS DONE AT THE BEGINNING OF THE MONTH BEFORE YOU HAVE ANY VOLUME. SIMPLY TAKE YOUR BV GOAL AND DIVIDE BY THE TOTAL NUMBER OF DAYS IN THE MONTH.

Here is the information you need:

1. BV Goal
2. Current BV (points) in your back office
3. Number of days left in the current month

Start with your BV goal, then minus your Current BV to get the number of points you still need to achieve your goal. Then divide the remaining points by the number of days left in the current month.

Example: If we use Diamond volume of 15,000 BV as the goal and minus 4,500 = 10,500 points remain. If we are calculating on the morning of the 11th day of the month, in a month that has a total of 30 days, then 20 days remain.
 $10,500/20 = 525$.

In these examples, we can see that we would need to pick up the pace we are going at by 75 more points a day over the 450 we have been at so far, to reach the 525 we need to achieve our 15,000 point goal.

BV Goal - 15,000

Current BV - 4,500

15,000 minus 4,500 = 10,500

20 days remain

10,500 divided by 20 = 525BV needed per day

PACE – POINTS PER DAY SO FAR

Here is the information you need:

1. Current BV (points) in your back office
2. Number of complete days that have passed so far this month

Divide your BV by the number of days that have passed to see what your daily average has been so far.

Example: If you have 4,500 points on the morning of the 11th of the month, then 10 full days have passed. $4500/10 = 450$. Your Pace – Points per day so far would be 450 for this example.

Current BV – 4500

10 Days have passed on the morning of the 11th

4500 divided by 10 is 450

Your current pace (average) is 450 points per day so far.

PACE – POINTS BY END OF MONTH

Here is the information you need:

1. Pace – Points per day so far
2. Total number of days in the current month

Multiply your points per day so far by the number of days in the current month.
Example: If you have been averaging 450 points in the current month as of the morning of the 11th day of the month, in a month that has a total of 30 days.
 $450 \times 30 = 13,500$ If you kept going at the same pace you have been going so far, you would reach 13,500 by the end of the month.

Pace = 450/day

In a month with 30 days.

$450 \times 30 = 13,500$

WEEKLY SCHEDULE - WEEK OF: APRIL 6

	SATURDAY	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
DATE	4/6/24	4/7/24	4/8/24	4/9/24	4/10/24	4/11/24	4/12/24
5:00 AM							
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DAILY METHOD OF OPERATION

ACTIVITY	S	S	M	T	W	T	F

Action & Accountability Worksheet

Name: _____

Week ending: _____

	# of Reach Outs	# Talked To	# Connect Calls	# Events	# of New Customers	# of New Brand Partners	New Ranks	End of Day Volume	Points Needed to Reach Rank
Saturday									
Sunday									
Monday									
Tuesday									
Wednesday									
Thursday									
Friday									
TOTAL									

Reach Out Ratio:	Sponsoring Ratio:	Mentoring Ratio:
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WEEKLY SCHEDULE - WEEK OF: APRIL 13

	SATURDAY	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
DATE	4/13/24	4/14/24	4/15/24	4/16/24	4/17/24	4/18/24	4/19/24
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DAILY METHOD OF OPERATION

ACTIVITY	S	S	M	T	W	T	F

Action & Accountability Worksheet

Name: _____

Week ending: _____

	# of Reach Outs	# Talked To	# Connect Calls	# Events	# of New Customers	# of New Brand Partners	New Ranks	End of Day Volume	Points Needed to Reach Rank
Saturday									
Sunday									
Monday									
Tuesday									
Wednesday									
Thursday									
Friday									
TOTAL									

Reach Out Ratio:	Sponsoring Ratio:	Mentoring Ratio:
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WEEKLY SCHEDULE - WEEK OF: APRIL 20

	SATURDAY	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
DATE	4/20/24	4/21/24	4/22/24	4/23/24	4/24/24	4/25/24	4/26/24
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DAILY METHOD OF OPERATION

ACTIVITY	S	S	M	T	W	T	F

Action & Accountability Worksheet

Name: _____

Week ending: _____

	# of Reach Outs	# Talked To	# Connect Calls	# Events	# of New Customers	# of New Brand Partners	New Ranks	End of Day Volume	Points Needed to Reach Rank
Saturday									
Sunday									
Monday									
Tuesday									
Wednesday									
Thursday									
Friday									
TOTAL									

Reach Out Ratio:	Sponsoring Ratio:	Mentoring Ratio:
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WEEKLY SCHEDULE - WEEK OF: APRIL 27

	SATURDAY	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
DATE	4/27/24	4/28/24	4/29/24	4/30/24	5/1/24	5/2/24	5/3/24
5:00 AM							
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DAILY METHOD OF OPERATION

ACTIVITY	S	S	M	T	W	T	F

Action & Accountability Worksheet

Name: _____

Week ending: _____

	# of Reach Outs	# Talked To	# Connect Calls	# Events	# of New Customers	# of New Brand Partners	New Ranks	End of Day Volume	Points Needed to Reach Rank
Saturday									
Sunday									
Monday									
Tuesday									
Wednesday									
Thursday									
Friday									
TOTAL									

Reach Out Ratio:	Sponsoring Ratio:	Mentoring Ratio:
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WEEKLY SCHEDULE - WEEK OF: MAY 4

	SATURDAY	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
DATE	5/4/24	5/5/24	5/6/24	5/7/24	5/8/24	5/9/24	5/10/24
5:00 AM							
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DAILY METHOD OF OPERATION

ACTIVITY	S	S	M	T	W	T	F

Action & Accountability Worksheet

Name: _____ Week ending: _____

	# of Reach Outs	# Talked To	# Connect Calls	# Events	# of New Customers	# of New Brand Partners	New Ranks	End of Day Volume	Points Needed to Reach Rank
Saturday									
Sunday									
Monday									
Tuesday									
Wednesday									
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Friday									
TOTAL									

Reach Out Ratio:	Sponsoring Ratio:	Mentoring Ratio:
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WEEKLY SCHEDULE - WEEK OF: MAY 11

	SATURDAY	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
DATE	5/11/24	5/12/24	5/13/24	5/14/24	5/15/24	5/16/24	5/17/24
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DAILY METHOD OF OPERATION

ACTIVITY	S	S	M	T	W	T	F

Action & Accountability Worksheet

Name: _____

Week ending: _____

	# of Reach Outs	# Talked To	# Connect Calls	# Events	# of New Customers	# of New Brand Partners	New Ranks	End of Day Volume	Points Needed to Reach Rank
Saturday									
Sunday									
Monday									
Tuesday									
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Thursday									
Friday									
TOTAL									

Reach Out Ratio: _____

Sponsoring Ratio: _____

Mentoring Ratio: _____

WEEKLY SCHEDULE - WEEK OF: MAY 18

	SATURDAY	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
DATE	5/18/24	5/19/24	5/20/24	5/21/24	5/22/24	5/23/24	5/24/24
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DAILY METHOD OF OPERATION

ACTIVITY	S	S	M	T	W	T	F

Action & Accountability Worksheet

Name: _____

Week ending: _____

	# of Reach Outs	# Talked To	# Connect Calls	# Events	# of New Customers	# of New Brand Partners	New Ranks	End of Day Volume	Points Needed to Reach Rank
Saturday									
Sunday									
Monday									
Tuesday									
Wednesday									
Thursday									
Friday									
TOTAL									

Reach Out Ratio:	Sponsoring Ratio:	Mentoring Ratio:
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WEEKLY SCHEDULE - WEEK OF: MAY 25

	SATURDAY	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
DATE	5/25/24	5/26/24	5/27/24	5/28/24	5/29/24	5/30/24	5/31/24
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DAILY METHOD OF OPERATION

ACTIVITY	S	S	M	T	W	T	F

Action & Accountability Worksheet

Name: _____

Week ending: _____

	# of Reach Outs	# Talked To	# Connect Calls	# Events	# of New Customers	# of New Brand Partners	New Ranks	End of Day Volume	Points Needed to Reach Rank
Saturday									
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Monday									
Tuesday									
Wednesday									
Thursday									
Friday									
TOTAL									

Reach Out Ratio:	Sponsoring Ratio:	Mentoring Ratio:
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WEEKLY SCHEDULE - WEEK OF: JUNE 1

	SATURDAY	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
DATE	6/1/24	6/2/24	6/3/24	6/4/24	6/5/24	6/6/24	6/7/24
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DAILY METHOD OF OPERATION

ACTIVITY	S	S	M	T	W	T	F

Action & Accountability Worksheet

Name: _____

Week ending: _____

	# of Reach Outs	# Talked To	# Connect Calls	# Events	# of New Customers	# of New Brand Partners	New Ranks	End of Day Volume	Points Needed to Reach Rank
Saturday									
Sunday									
Monday									
Tuesday									
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Thursday									
Friday									
TOTAL									

Reach Out Ratio:	Sponsoring Ratio:	Mentoring Ratio:
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WEEKLY SCHEDULE - WEEK OF: JUNE 8

	SATURDAY	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
DATE	6/8/24	6/9/24	6/10/24	6/11/24	6/12/24	6/13/24	6/14/24
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DAILY METHOD OF OPERATION

ACTIVITY	S	S	M	T	W	T	F

Action & Accountability Worksheet

Name: _____

Week ending: _____

	# of Reach Outs	# Talked To	# Connect Calls	# Events	# of New Customers	# of New Brand Partners	New Ranks	End of Day Volume	Points Needed to Reach Rank
Saturday									
Sunday									
Monday									
Tuesday									
Wednesday									
Thursday									
Friday									
TOTAL									

Reach Out Ratio:	Sponsoring Ratio:	Mentoring Ratio:
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WEEKLY SCHEDULE - WEEK OF: JUNE 15

	SATURDAY	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
DATE	6/15/24	6/16/24	6/17/24	6/18/24	6/19/24	6/20/24	6/21/24
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DAILY METHOD OF OPERATION

ACTIVITY	S	S	M	T	W	T	F

Action & Accountability Worksheet

Name: _____

Week ending: _____

	# of Reach Outs	# Talked To	# Connect Calls	# Events	# of New Customers	# of New Brand Partners	New Ranks	End of Day Volume	Points Needed to Reach Rank
Saturday									
Sunday									
Monday									
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Thursday									
Friday									
TOTAL									

Reach Out Ratio:	Sponsoring Ratio:	Mentoring Ratio:
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WEEKLY SCHEDULE - WEEK OF: JUNE 22

	SATURDAY	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
DATE	6/22/24	6/23/24	6/24/24	6/25/24	6/26/24	6/27/24	6/28/24
5:00 AM							
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DAILY METHOD OF OPERATION

ACTIVITY	S	S	M	T	W	T	F

Action & Accountability Worksheet

Name: _____

Week ending: _____

	# of Reach Outs	# Talked To	# Connect Calls	# Events	# of New Customers	# of New Brand Partners	New Ranks	End of Day Volume	Points Needed to Reach Rank
Saturday									
Sunday									
Monday									
Tuesday									
Wednesday									
Thursday									
Friday									
TOTAL									

Reach Out Ratio:	Sponsoring Ratio:	Mentoring Ratio:
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WEEKLY SCHEDULE - WEEK OF: JUNE 29

	SATURDAY	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
DATE	6/29/24	6/30/24	7/1/24	7/2/24	7/3/24	7/4/24	7/5/24
5:00 AM							
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DAILY METHOD OF OPERATION

ACTIVITY	S	S	M	T	W	T	F

Action & Accountability Worksheet

Name: _____

Week ending: _____

	# of Reach Outs	# Talked To	# Connect Calls	# Events	# of New Customers	# of New Brand Partners	New Ranks	End of Day Volume	Points Needed to Reach Rank
Saturday									
Sunday									
Monday									
Tuesday									
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Thursday									
Friday									
TOTAL									

Reach Out Ratio:	Sponsoring Ratio:	Mentoring Ratio:
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