

BUBBLE SHEET TRACKING

Focusing on Bubble Sheets will help you reach your goals with very little tracking!

1 SHEET A WEEK is **56 contacts** which takes approx. **30 min. to 1 hour** of calls.

2 SHEETS A WEEK is **112 contacts** which takes approx. **1 to 2 hours** of calls.

3 SHEETS A WEEK is **168 contacts** which takes approx. **2 to 3 hours** of calls.

The time to complete one bubble sheet will depend on your and how long your talk to each person.

Things to remember-

- Count all face to face connections, including Warm Chatter.
- Texting a booking invite counts as long as it isn't mass texting, but goes to an individual.
- Make a note if you texted to track that too.
- Facebook bookings count **ONLY** if it was a personal message.

*NSD Tammy Crayk's
Projects for 1 Sheet a Week*

Each sheet produces 10 yesses.
Each sheet produces approx. \$1,000 in sales.
In 4 months that is 160 bookings.
80 of the 160 will hold.

**LISTEN TO NSD TAMMY CRAYK
TEACH ON THE BUBBLE SHEET!**

641.715.3800
ACCESS CODE: 610206#
THEN HIT 7

**MARY KAY IS NOT MAGICAL
...IT'S MATHEMATICAL!**



Bubble Tracking Sheet



Attempt,
left message
texted, etc.



Contact made,
said "No"

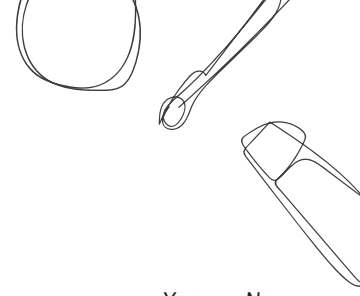


BOOKED!

Fill in one Bubble Tracking Sheet and you can expect 10 bookings, 5 out of 10 will hold.
At \$200 per appt. average sales - \$1,000 average sales for 5 appts. = 1 sheet is \$500 average profit!
10 sheets filled out between your team is \$5,000 average car production!

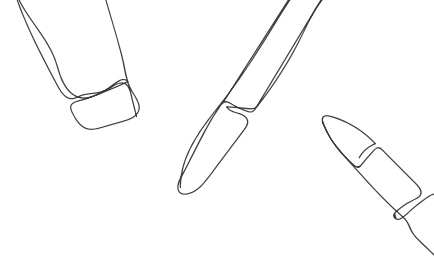
When texting, you must get a response back to count as an attempt.
Numbers are based on quality prospects. You should obtain at least 10 bookings per completed sheet.

Interviews Tracking Sheet



Potential Recruit		Yes	No	Potential Recruit		Yes	No
1		<input type="radio"/>	<input type="radio"/>	17		<input type="radio"/>	<input type="radio"/>
2		<input type="radio"/>	<input type="radio"/>	18		<input type="radio"/>	<input type="radio"/>
3		<input type="radio"/>	<input type="radio"/>	19		<input type="radio"/>	<input type="radio"/>
4		<input type="radio"/>	<input type="radio"/>	20		<input type="radio"/>	<input type="radio"/>
5		<input type="radio"/>	<input type="radio"/>	21		<input type="radio"/>	<input type="radio"/>
6		<input type="radio"/>	<input type="radio"/>	22		<input type="radio"/>	<input type="radio"/>
7		<input type="radio"/>	<input type="radio"/>	23		<input type="radio"/>	<input type="radio"/>
8		<input type="radio"/>	<input type="radio"/>	24		<input type="radio"/>	<input type="radio"/>
9		<input type="radio"/>	<input type="radio"/>	25		<input type="radio"/>	<input type="radio"/>
10		<input type="radio"/>	<input type="radio"/>	26		<input type="radio"/>	<input type="radio"/>
11		<input type="radio"/>	<input type="radio"/>	27		<input type="radio"/>	<input type="radio"/>
12		<input type="radio"/>	<input type="radio"/>	28		<input type="radio"/>	<input type="radio"/>
13		<input type="radio"/>	<input type="radio"/>	29		<input type="radio"/>	<input type="radio"/>
14		<input type="radio"/>	<input type="radio"/>	30		<input type="radio"/>	<input type="radio"/>
15		<input type="radio"/>	<input type="radio"/>	31		<input type="radio"/>	<input type="radio"/>
16		<input type="radio"/>	<input type="radio"/>	32		<input type="radio"/>	<input type="radio"/>

Interviews Tracking Sheet



Potential Recruit		Yes	No	Potential Recruit		Yes	No
33		<input type="radio"/>	<input type="radio"/>	49		<input type="radio"/>	<input type="radio"/>
34		<input type="radio"/>	<input type="radio"/>	50		<input type="radio"/>	<input type="radio"/>
35		<input type="radio"/>	<input type="radio"/>	51		<input type="radio"/>	<input type="radio"/>
36		<input type="radio"/>	<input type="radio"/>	52		<input type="radio"/>	<input type="radio"/>
37		<input type="radio"/>	<input type="radio"/>	53		<input type="radio"/>	<input type="radio"/>
38		<input type="radio"/>	<input type="radio"/>	54		<input type="radio"/>	<input type="radio"/>
39		<input type="radio"/>	<input type="radio"/>	55		<input type="radio"/>	<input type="radio"/>
40		<input type="radio"/>	<input type="radio"/>	56		<input type="radio"/>	<input type="radio"/>
41		<input type="radio"/>	<input type="radio"/>	57		<input type="radio"/>	<input type="radio"/>
42		<input type="radio"/>	<input type="radio"/>	58		<input type="radio"/>	<input type="radio"/>
43		<input type="radio"/>	<input type="radio"/>	59		<input type="radio"/>	<input type="radio"/>
44		<input type="radio"/>	<input type="radio"/>	60		<input type="radio"/>	<input type="radio"/>
45		<input type="radio"/>	<input type="radio"/>	61		<input type="radio"/>	<input type="radio"/>
46		<input type="radio"/>	<input type="radio"/>	62		<input type="radio"/>	<input type="radio"/>
47		<input type="radio"/>	<input type="radio"/>	63		<input type="radio"/>	<input type="radio"/>
48		<input type="radio"/>	<input type="radio"/>	64		<input type="radio"/>	<input type="radio"/>