

Portland Area Local Challenge
Monday, Jan. 2nd 2012 – Sunday, April. 8th 2012

NAME _____ Voice Mail _____

- You are eligible to be a challenge participant once you have purchased your 3 tickets to the next Local Seminar for April 14th with **Kelly Whited**. Tickets **MUST** be purchased by April 8th and you must be present at local to win. E-mail or voicemail your ticket numbers with contact information to be verified with Challenge Coordinator
- The Final Report is due by Sunday, April 8th, by 11:59 p.m. indicating successful completion. Please e-mail or send paperwork to Local Challenge Coordinator, tracyfrenzel@yahoo.com or fax 1(888)640-6915

ATTITUDE & KNOWLEDGE

- Purchase 3 tickets to the Next Local Seminar on April 14th, 2012
- Attend or conduct at least 1 Basic 5, New Distributor Training, ECCT, or TLS Day 1 or 2, Motives Day 1 or 2 during the challenge.
An executive coordinator or above can conduct NDT and Basic 5 in the home.
- Listen to one Audio CD a week from your Audio Library for 6 out of the 8 weeks.

GOALS

- Write down on 3 x 5 card your goals that you want to accomplish.
(i.e. hit a new pin level, attend Convention 2012, get activated, help someone get activated, complete this challenge, etc.) READ these goals daily! Carry with you and bring with you to the local!!
- Printout the UFO qualification paperwork in the Downloads section of unfranchise.com and work towards qualifying or re-qualifying for the 2nd Quarter of 2012

RETAILING

- Add at least 1 new Preferred Customer or build share of customer by retailing an additional product to a current customer for 6 out of the 8 weeks.
- Retail \$400 worth of Product and document.

PROSPECTING & RECRUITING

- Conduct 1 Portal or show in person Prospecting/Business Overview appointment 6 out of the 8 weeks
- Personally sponsor ONE (1) QUALIFIED Distributor

FOLLOW-UP & ABC PATTERN

- BRING 1 prospect to EITHER a UBP meeting, kickoff or training as a follow-up situation.
- Select a Distributor or prospect and begin ABC pattern. Introduce the business to AT LEAST the B level by having B level evaluate the business. This distributor can be anyone in your business.

WORK SHEET

NAME _____ VOICE MAIL _____

Email Address: _____

PURCHASE THREE TICKETS TO LOCAL SEMINAR

_____ # _____ # _____

TRAINING ATTENDED/CONDUCTED (B5, NDT, ECCT, TLS day 1 or 2, Motives day 1 or 2)

_____ Date _____

LISTEN TO AUDIO/CD FROM YOUR LIBRARY, WEEKLY (document at least 6 weeks)

WK 1 _____

WK 2 _____

WK 3 _____

WK 4 _____

WK 5 _____

WK 6 _____

WK 7 _____

WK 8 _____

MA business goals– **READ DAILY! REMEMBER TO BRING YOUR GOAL CARD TO LOCAL Event!**

ADD AT LEAST 1 NEW PREFERRED CUSTOMER OR NEW PRODUCT TO EXISTING CUSTOMER (document at least 6 weeks)

Date _____ NAME _____

Date _____ NAME _____

Date _____ NAME _____

Date _____ NAME _____

Date _____ NAME _____

Date _____ NAME _____

Date _____ NAME _____

Date _____ NAME _____

Date _____ NAME _____

Date _____ NAME _____

Date _____ NAME _____

Date _____ NAME _____

RETAIL \$400 WORTH OF PRODUCT (at least 3 orders)

NAME _____ DATE _____ AMOUNT _____

NAME _____ DATE _____ AMOUNT _____

NAME _____ DATE _____ AMOUNT _____

NAME _____ DATE _____ AMOUNT _____

NAME _____ DATE _____ AMOUNT _____

**CONDUCT AT LEAST 1 PORTAL or showing in person
PROSPECTING/BUSINESS OVERVIEW APPOINTMENT
(document at least 6)**

Date_____	Name_____	Date_____	Name_____
Date_____	Name_____	Date_____	Name_____
Date_____	Name_____	Date_____	Name_____
Date_____	Name_____	Date_____	Name_____
Date_____	Name_____	Date_____	Name_____
Date_____	Name_____	Date_____	Name_____

PERSONALLY SPONSOR 1 PERSON

NAME_____

DATE_____

BRING 1 PROSPECTS TO UBP OR A TRAINING

PROSPECT'S NAME_____ 2ND LOOK/TRAINING_____

DATE_____

BEGIN "ABC PATTERN" WITH A DISTRIBUTOR OR PROSPECT

DISTRIBUTOR OR PROSPECT'S NAME_____ ("A" LEVEL)

DISTRIBUTOR OR PROSPECT'S NAME_____ ("B" LEVEL)