**Execution Plan of Victor and Rahul**

1. Victor and Rahul will be given responsibility in going to different locations on the basis of the priority ratings of locations.
2. For each location, the target date will be set and according to it they need to approach with leaflets and visit sheet.
3. After returning from the site both need to store the information in our CRM excel sheet.
4. Rahul and Victor have to follow up the students or their guardians on daily basis.
5. Both need to report me of conversion of prospect to our student.