Started at: Ended at: Date:	Started at: Ended at: Date:
Family Individual Kids	Family Individual Kids
Presentation Type: Ref HC POS List CS Globe Other	Presentation Type: Ref HC POS List CS Globe Other
What is important to them?	What is important to them?
Referrals Collected: Live Referrals:	Referrals Collected: Live Referrals:
Did you text them? Yes No How many booked?	Did you text them? Yes No How many booked?
What was their hourly income?	What was their hourly income?
Did you show a full 2 hours? Yes No Initial offer? \$	Did you show a full 2 hours? Yes No Initial offer? \$
What was in the program? WL 10RC A71 ADB CNM C20	What was in the program? WL 10RC A71 ADB CNM C20
Did you ask a close question? Yes No	Did you ask a close question? Yes No
Outcome: Sale Can't Afford Doesn't Need Auto Decline	Outcome: Sale Can't Afford Doesn't Need Auto Decline
Why did they buy?	Why did they buy?
How did you handle their objections?	How did you handle their objections?
How many times did you reduce down? \[\bigcup_0 \bigcup_1 \bigcup_2 \bigcup_3 \bigcup_4 \bigcup_5	How many times did you reduce down? 0 1 2 3 4 5
How many close questions did you ask? 0 1 2 3 4 5	How many close questions did you ask? 0 1 2 3 4 5
What did you learn?	What did you learn?
Started at:	Started at: Ended at: Date:
Family Individual Kids	Family Individual Kids
Family Individual Kids	Family Individual Kids
Family Individual Kids Presentation Type: Ref HC POS List CS Globe Other	Family Individual Kids Presentation Type: Ref HC POS List CS Globe Other
Family Individual Kids Presentation Type: Ref HC POS List CS Globe Other What is important to them?	Family Individual Kids Presentation Type: Ref HC POS List CS Globe Other What is important to them?
Family Individual Kids Presentation Type: Ref HC POS List CS Globe Other What is important to them? Referrals Collected: Live Referrals:	Family Individual Kids Presentation Type: Ref HC POS List CS Globe Other What is important to them? Live Referrals: Live Referrals:
Family Individual Kids Presentation Type: Ref HC POS List CS Globe Other What is important to them? Referrals Collected: Live Referrals: Did you text them? No How many booked?	Family
Family	Family Individual Kids Presentation Type: Ref HC POS List CS Globe Other What is important to them? Referrals Collected: Live Referrals: Did you text them? No How many booked? What was their hourly income?
Family Individual Kids Presentation Type: Ref HC POS List CS Globe Other What is important to them?	Family
Family	Family
Family	Family
Family	Family
Family Individual Kids Presentation Type: Ref HC POS List CS Globe Other What is important to them? Live Referrals: Did you text them? Yes No How many booked? What was their hourly income? Yes No Initial offer? \$ What was in the program? WL 10RC A71 ADB CNM C20 Did you ask a close question? Yes No No Outcome: Sale Can't Afford Doesn't Need Auto Decline Why did they buy?	Family Individual Kids Presentation Type: Ref HC POS List CS Globe Other What is important to them? Live Referrals: Referrals Collected: Live Referrals: Did you text them? Yes No How many booked? What was their hourly income? Did you show a full 2 hours? Yes No Initial offer? \$ What was in the program? WL 10RC A71 ADB CNM C20 Did you ask a close question? Yes No Outcome: Sale Can't Afford Doesn't Need Auto Decline Why did they buy?
Family Individual Kids Presentation Type: Ref HC POS List CS Globe Other What is important to them?	Family
Family Individual Kids Presentation Type: Ref HC POS List CS Globe Other What is important to them?	Family
Family Individual Kids Presentation Type: Ref HC POS List CS Globe Other What is important to them?	Family
Family Individual Kids Presentation Type: Ref HC POS List CS Globe Other What is important to them?	Family