**WEEKLY COACHING FORM**

***"Accountability breeds response-ability." Stephen R. Covey***

Name: Date:

1. **DOING IGA:** I did the following last week: 80% of your IGA should be doing the following
2. Connected with ------- prospects face to face
3. Connected with ------- prospects on Facebook or other social media
4. Spoke to ------- prospects using Natural Approach
5. Spoke to ------- prospects using Natural Presentation
6. Followed up with -------- prospects
7. Posted ------- in Facebook and did Facebook Live -------
8. **CONVERSION:** --------- converted to consumers and --------- converted to members
9. **TOTAL PV:** Total PPV ------, total GPV ------, total DGPV ------, total QSA ------, total QSD ------
10. Trained -------- new members
11. Followed up ------- SA, SR & SD

**LEARNING:** 20 % of your activities

1. Attended ---------- Zoom webinar/Facebook Live calls
2. Read ----- pages of Map Your Freedom book & other book ---------
3. Watched video on network marketing/personal growth from You Tube Map Your Freedom channel for ------ min.
4. Learned about Marketing Plan / IOC for ---------------min
5. Got connected with --------- leaders and learned from them------------------------------
6. **FOLLOWING ARE MY QUESTIONS:**
   1. On Product ----------------
   2. On Marketing plan / IOC --------------
   3. Questions from my new members and consumers -----------------
7. **Following are the names of prospects I spoke last week** (**you need to approach at least 3 person per day, online or off line)**:

**a.**

**b.**

**c.**

**d.**

**e.**

**f.**

**g.**

1. **The result of my Natural Approach to ----------- prospects are**
2. ---------- were interested to know more
3. ----------- said No and the reasons were
4. -------------- needed time because of ---------------

**END OF MONTH REPORT**

1. Monthly report (first week of every month) Number of new members -------------
2. Monthly report (first week of every month) Number of consumers I made-------------
3. Total accumulated PV, PPV -------, PGPV -------, DGPV -------