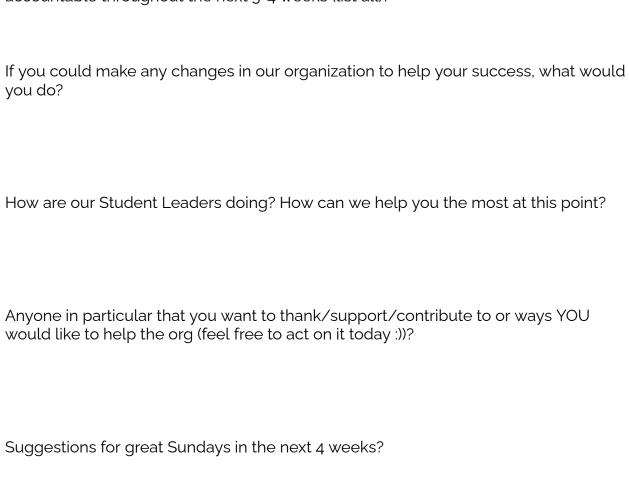
Wk 3: Entering Phase II - feedback for my OL

(write answers to these questions on a separate sheet of paper and give to OL)

Which SLs would you like to PC with, do stat calls with, and help keep you accountable throughout the next 3-4 weeks (list all)?



Entering Phase II: my self-evaluation

How I feel I'm doing so far, especially with my habits:

How'd I'd rate my overall effort, 1-100 and why:

What type of personal growth I've experienced & what I feel great about:

My finances

eBAR filled out completely (expenses, HQ address)?

My ROS yellows all called/handled?

My **remittance** % as of this week:

How much I've made so far this summer (units x \$9 + ½ of weak business):

My support Team

Which person helped me the most this week and how:

Who I helped and how:

How's my HQ, roommates?

How's home communication going?

My turf

How's my pre-approach? Working turf systematically, tightly? *Show Sales Rabbit to SL Utilize this link from Breakfast Coaching for "Turf-an audit to help you work it effectively."

The elementary school, MS, HS I'm working; cool things I've learned about my school/community:

Something I still want to learn about my area to be the Professional Educational Consultant!:

Where I'll work the next 4 weeks:

Ordinances/permits all taken care of (including where I'm working next)...?

Name cards filled out (including kids/grades on back)? Memorizing and using them?

Facebook?

*Discuss how to use FB & name cards with the SL you PC with

Phase II: GROWTH!!

Where I'll start on Monday:

What's the next step/layer of growth I'm working on this week?

My goal for Phase II:	
Why that's my goal:	
Possible Obstacles	Possible Solutions
The one action/thing I'll focus on tomorrow & this week:	

Questions I have:

Have the SL you PC with:

- look at your ROS (yellows contacted?), SalesRabbit, EGC, FB, names cards (the back filled out with kids by grade) to support you getting ready for the growth phase.
- For this new phase, it's a great idea to get <u>new, clean kids demo books</u> this Sunday (and Advantage sample, too, if needed). Keep your beat-up ones for when it rains. © Clean out your car, redecorate it. Get HQ cleaned up. Do something nice for your host family.
- Do your entire cycle of sales with someone (if time permits)