

Active Team Prospect Sheet

Name: _____

Address: _____

City: _____ St. _____ Zip _____

Phone: _____ / _____

Email: _____

Best Time to Call: _____

INITIAL CONTACT (Date): _____

Left Message: _____

1st BASE - Sent Info & Product (Product Sent & Date): _____

FOLLOW UP:

3 Way Call w/ Upline (Dates & Initials): _____

Follow Up Calls Made By Yourself (Dates: _____)

Other Follow-Up: Email or Mail Articles on Industry / Company, Stories, New Accomplishments, Screen Shots, etc (Dates: _____)

Next Appointment (Date): _____

2nd BASE - Events:

Team Business Overview Call (Dates: _____)

Team Business Presentation (Dates: _____)

Other Events (Date: _____)

3rd BASE - Join (Dates You Attempted to Close: _____)

Said "Not Yet" / Drip - - Put in Tickler File (Date: _____)

Preferred Customer (Date: _____) (Monthly AS Amount \$ _____)

Business Builder (Date: _____) (Circle) Home / Leader / SA / SR Pack / AS Amount \$ _____

Held Getting Started Session With Them (Date: _____)

Sent Info & Product to Their Top 5? (Date: _____)

1. Name _____ Phone #: _____

2. Name _____ Phone #: _____

3. Name _____ Phone #: _____

4. Name _____ Phone #: _____

5. Name _____ Phone #: _____

HOMEPLATE – Engage: Follow our team training - - keep dripping on them until they "sprout and grow!"

Details/Notes: _____

Qualify & Prioritize:

Knows a Lot of People?

Has High Credibility with Those People?

Is Dissatisfied with Finances / Lifestyle?

Is Very Competitive & Loves A Challenge?

Has Previous Network Marketing Success?

Has At Least \$700 – 800 to Start a Business?

Lives Close to a Max Business Presentation?

(see <http://calendar.yahoo.com/maxalliance>)

Total Score (1 Star for each check)