









Your Personal Strategy to an AllStar Record-Breaker Month



YOUR 5-WEEK PLANNING COUNTDOWN!

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
Wk #31 July 24-30 	“Plan your work.....then.....WORK YOUR PLAN! <input type="checkbox"/> Attend your “All-Star” Record-Breaker Workshop <input type="checkbox"/> Start strategy planning - what you want to attain during Record-Breaker <input type="checkbox"/> Determine your personal best record. <input type="checkbox"/> Hold 1-2 parties this week, date 3+ new parties to be held w/1 3 weeks <input type="checkbox"/> Offer Opportunity to 3 new people and follow up with call from Director <input type="checkbox"/> Finish the month strong. Date 3+ into August —Make 5 calls a day					
Wk #32 July 31- Aug 6 	Countdown...4 wks to go! Only 2 wks to Warm-Up <input type="checkbox"/> Attend Organization Sales Rally <input type="checkbox"/> Focus on August Dating & Recruiting Drivers <input type="checkbox"/> Hold 1-2 parties this week or contact 10 people to share about RB <input type="checkbox"/> Order supplies, extra catalogs, flyers, etc. needed for more parties <input type="checkbox"/> Offer Opportunity to 3 new people and follow up with call from Director <input type="checkbox"/> Date 3+ new parties into Aug & 2 into 1st 2 wks of Sept —Make 5 calls a day					
Wk #33 Aug 7—13 	Countdown...3 wks away! Only 1 wk to Warm-Up <input type="checkbox"/> Jubilee Week—those not attending—hold 1-2 parties <input type="checkbox"/> Send postcards to invite to Warm-Up Rally Aug 17 (get lots of guests) <input type="checkbox"/> Check website for announcements—order new catalog and samples <input type="checkbox"/> Have parties set to hold for Warm-Up Weeks—Aug 14-27 <input type="checkbox"/> Date 3+ new parties into Sept RB month—Make 5 calls a day					
Wk #34 Aug 14— 20 	Countdown...only 2 wks left! WARM-UP—Wk 1 <input type="checkbox"/> Attend your “Warm-Up” Kick-Off Sales Rally <input type="checkbox"/> Purchase supplies needed to party plan your Record-Breaker hosts <input type="checkbox"/> Contact all hosts and party plan thoroughly with updated information <input type="checkbox"/> Set your Record-Breaker Goal and communicate it to everyone. <input type="checkbox"/> Hold 1-2 parties this week to build your sales counting towards RB <input type="checkbox"/> Date 3+ new parties into Sept RB month—Make 5 calls a day					
Wk #35 Aug 21— 27 	Countdown...only 1 wk left! WARM-UP—Wk 2 <input type="checkbox"/> Attend Manager Meeting or Training Event <input type="checkbox"/> Hold 2+ parties this week to finish month strong also counting for RB <input type="checkbox"/> Contact is key—contact all September hosts for attendance and goals <input type="checkbox"/> Start looking for Incremental Sales—office parties, silent parties, etc. <input type="checkbox"/> Date 3+ new parties into Sept RB Month—Make 5 calls a day					
AllStar 6-weeks Aug 14- Sept 24 	ALLSTAR RECORD-BREAKER IS ACTUALLY 6 Wks! <input type="checkbox"/> Warm-Up Weeks—Aug 14-27 (count toward shopping spree of gifts) <input type="checkbox"/> September Record Breaker Month—Aug 28—Sept 24 <input type="checkbox"/> Beat your All-Time Record—highest month for last 5 years! (Min. \$1800) <input type="checkbox"/> Shopping spree of gifts to earn starting at \$5000 for 6 weeks <input type="checkbox"/> Watch for additional local challenges and awards					