

# CONSULTANT FOCUS PLAN

Month: \_\_\_\_\_ Goal: \_\_\_\_\_ Current Level: \_\_\_\_\_

/=attempt, X=no, ● =YES!

## WEEK 1

○	○	○	○	○
○	○	○	○	○
○	○	○	○	○
○	○	○	○	○
○	○	○	○	○

Faces: \_\_\_\_\_ Interviews: \_\_\_\_\_ Sales: \_\_\_\_\_

## WEEK 2

○	○	○	○	○
○	○	○	○	○
○	○	○	○	○
○	○	○	○	○
○	○	○	○	○

Faces: \_\_\_\_\_ Interviews: \_\_\_\_\_ Sales: \_\_\_\_\_

## WEEK 3

○	○	○	○	○
○	○	○	○	○
○	○	○	○	○
○	○	○	○	○
○	○	○	○	○

Faces: \_\_\_\_\_ Interviews: \_\_\_\_\_ Sales: \_\_\_\_\_

## WEEK 4

○	○	○	○	○
○	○	○	○	○
○	○	○	○	○
○	○	○	○	○
○	○	○	○	○

Faces: \_\_\_\_\_ Interviews: \_\_\_\_\_ Sales: \_\_\_\_\_

## PERSONAL FACES

- |           |           |           |
|-----------|-----------|-----------|
| 1) _____  | 11) _____ | 21) _____ |
| 2) _____  | 12) _____ | 22) _____ |
| 3) _____  | 13) _____ | 23) _____ |
| 4) _____  | 14) _____ | 24) _____ |
| 5) _____  | 15) _____ | 25) _____ |
| 6) _____  | 16) _____ | 26) _____ |
| 7) _____  | 17) _____ | 27) _____ |
| 8) _____  | 18) _____ | 28) _____ |
| 9) _____  | 19) _____ | 29) _____ |
| 10) _____ | 20) _____ | 30) _____ |

## PROSPECTS

- |          |           |
|----------|-----------|
| 1) _____ | 6) _____  |
| 2) _____ | 7) _____  |
| 3) _____ | 8) _____  |
| 4) _____ | 9) _____  |
| 5) _____ | 10) _____ |

### MONTH END TOTALS

Sales: \_\_\_\_\_ Faces: \_\_\_\_\_  
 Interviews: \_\_\_\_\_  
 New Team Members: \_\_\_\_\_  
 Current Level: \_\_\_\_\_

# SIX MOST IMPORTANT THINGS

**1) ONE NEW BOOKING**

**4) FOLLOW UP WITH TEAM**

**2) ONE NEW INTERVIEW**

**5) CUSTOMER SERVICE**

**3) COACH APPOINTMENTS**

**6) ETE**



<b>MONDAY</b>	<b>TUESDAY</b>	<b>WEDNESDAY</b>	<b>THURSDAY</b>	<b>FRIDAY</b>
<input type="checkbox"/> 1 New Booking	<input type="checkbox"/> 1 New Booking	<input type="checkbox"/> 1 New Booking	<input type="checkbox"/> 1 New Booking	<input type="checkbox"/> 1 New Booking
<input type="checkbox"/> 1 New Interview	<input type="checkbox"/> 1 New Interview	<input type="checkbox"/> 1 New Interview	<input type="checkbox"/> 1 New Interview	<input type="checkbox"/> 1 New Interview
<input type="checkbox"/> Coach Appts.	<input type="checkbox"/> Coach Appts.	<input type="checkbox"/> Coach Appts.	<input type="checkbox"/> Coach Appts.	<input type="checkbox"/> Coach Appts.
<input type="checkbox"/> Follow-up w/ Team	<input type="checkbox"/> Follow-up w/ Team	<input type="checkbox"/> Follow-up w/ Team	<input type="checkbox"/> Follow-up w/ Team	<input type="checkbox"/> Follow-up w/ Team
<input type="checkbox"/> Customer Service	<input type="checkbox"/> Customer Service	<input type="checkbox"/> Customer Service	<input type="checkbox"/> Customer Service	<input type="checkbox"/> Customer Service
<input type="checkbox"/> ETE	<input type="checkbox"/> ETE	<input type="checkbox"/> ETE	<input type="checkbox"/> ETE	<input type="checkbox"/> ETE

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<input type="checkbox"/> ETE	<input type="checkbox"/> ETE	<input type="checkbox"/> ETE	<input type="checkbox"/> ETE	<input type="checkbox"/> ETE

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<input type="checkbox"/> ETE	<input type="checkbox"/> ETE	<input type="checkbox"/> ETE	<input type="checkbox"/> ETE	<input type="checkbox"/> ETE