

Performance Profile Tracking

People spend months “doing” the business, then get a paycheck and think, “This isn't working.”

That's not true!

What they are doing *isn't* working.

The most important reasons why you should use The Performance Profile Tracking Sheet EVERYDAY is so you can:

1. Identify exactly what you are doing, not doing or not doing well.
2. Ensure that each activity you do will actually earn money.
3. Receive the “right” coaching. Only when performance is measured can it be correctly altered. Otherwise, it is on a “guess” at what you are doing wrong and not doing.

Certain proven activities create success in EcoQuest. Certain activities will make you money. Everything else is a waste of your time. Successful EcoQuesters focus ONLY on those activities that drive their success. The Performance Profile Tracking Sheet lists those CRITICAL activities, keeps track of how often you do them and provides a performance rating so you can be effective in EcoQuest. This tool will help make you effective in your EcoQuest business by breaking down the whole subject into individual activities.

To make a lot of money in EcoQuest and fulfill your dreams and goals, you need to know EXACTLY what activities to do every day. And you need to track those activities closely. Tracking will uncover your weaknesses, which you can then overcome and turn into strengths. As you track your activities, your weaknesses will become clear to you.

Example: You set 10 appointments, but have zero presentations. The problem is NOT that you did zero presentations; the problem is that zero out of the 10 appointments resulted in no presentations. The weakness uncovered clearly shows you need to work on how to turn appointments into presentations.

What's Important

The point system within Performance Profile Tracking Sheet assigns number values to each activity based on the importance that activity contributes to making you money. You are awarded five points for training a Dealer because you are duplicating your efforts. You only get .02 points for sending out direct mail pieces. Regardless of the point value, all activities are necessary for your success. Really successful EcoQuesters focus only on the activities listed in the Performance Profile Tracking Sheet.

Step One

To begin, fill in each of the target boxes on the left side of the page. You should set daily targets (what you plan on achieving for the day) for each Activity.

Personal Development - To succeed in EcoQuest you must develop YOU. Your income will never out pace your attitude. For you to earn a dollar more this year than you did last year, you must grow. The Performance Profile follows two areas of your Personal Development:

Activity #1 - Cultivate Your “20 Reasons” (1 or 2 points): The word cultivate means: to nurture, to foster and refine. That's exactly what you should do with your “20 Reasons” every day. Each time you cultivate your “20 Reasons” in the morning, you are awarded one point. When you cultivate your “20 Reasons” again in the evening, you are awarded one more point.

Activity #2 - Self-Training (1 point per hour): When you attend a local training meeting, a Success Institute, a conference call, the Leadership convention, a communication seminar or any event that helps build your EcoQuest marketing skills, take one point per hour of actual learning time.

Promotion - Yesterday you were not in business. Today you are. No one knows that except you. You must promote to tell the world about our products and your business. Proven promotion activities:

Activity #3 - Direct Mail (.02 points per piece): Give yourself .02 points for each promotion piece you send out. This will include: flyers, letters, business cards, post cards, faxes and e-mails - anything that tells people you are in business.

Activity #4 - Voice Mail Drops (1 point each): For every “offer” you leave on someone's voice mail you receive one point. This is an inexpensive way to sift for prospects.

Activity #5 - Advertisements (2 points): You earn two points for each day you run an advertisement that informs people about your business. This includes: radio, Internet, newspaper or magazine.

Activity #6 - Meet New People (1 point each) : For each new person you meet give yourself one point. It does not matter whether you discuss the business, your products or simply make an introduction.

Activity #7 - Dials (1 point each) : Give yourself one point each time you dial a prospect, whether someone answers your call or not. These dials can include: generating business for the first time, follow-up after sending information, setting an appointment or up-selling a product to a retail customer.

Communication - Once you promote (from activities 3 - 7) your EcoQuest business and products, you must communicate with those who show an interest. Communication in EcoQuest breaks down into the following basic Activities:

Activity #8 - Connects (1+ points each): A connect is when you actually talk to a prospect. When you dialed, you got one point (from Dials). When they answer the phone you get another point. Also, if a prospect returns your call and you answer, this also counts as a “connect.”

Activity #9 - CD/DVD/Magazine Prospecting (2 points) take another two points for each prospect that says yes to receive a CD or DVD or Magazine from you. Don't take the points until you actually send it or they have it in their possession. Always confirm your appointments.

Activity #10 - Appointments Set (2 points): When you invite someone to a business briefing, a one-on-one, a home meeting, a hotel meeting or a luncheon, award yourself two points for each person that accepts an appointment.

Activity #11 - Presentations (3 points): You get three points each time you do one of the following presentation activities: a prospect who attends a hotel business meeting, a one-on-one meeting or a residential meeting. You also need to keep track of any presentation you give and any audio/video or web presentation that actually was viewed or listened to - they count too.

Activity #12 - Three Way Calls (1 point) Give yourself 1 point for every 3-way call you conduct.

Activity #13 - New Customer Retail or PC Sign Up (3 points): Give yourself three points for each customer who buys one of our products. You must have actually received the money. Well done! This is the essence of business. Be proud. By the way, when you call your customers and up-sell them on another product offered by EcoQuest, you take one point for a dial. One point when you connect and three more when you take their credit card over the phone. That's a total of five points!

Activity #14 - Sponsored People (4 points): The Performance Profile Tracking Sheet rewards you five points for each new person you sponsor. Make sure that the Dealer agreement is signed and you or EcoQuest has received payment.

Activity #15 - New Dealer Training (5 points): You get 5 points for each "Getting Started" training you do within 48 hours. The reason this is so high is because training new Dealers duplicates you and your efforts. Financially, in the long run, this rewards you the most.

Activity #16 - New Triple A Member (3 points): You get 3 points for each person in your downline that signs up as a Triple A member. Note this adds to your residual income.

Activity #17 - New Summit Climber Member (20 points):

Keeping Track of Your Progression

At the end of each day, chart your progress on the Monthly Performance Graph (last page). This chart will allow you to visualize and compare your performance with your goals.

Example of Performance Profile for an active Dealer. This is at the end of 7 days:

Cultivated 20 Reasons - 4 (1) = 4 points
Self Training - 2 conference calls (1) = 2 points
Direct Mail - Sent 100 post cards (.02) = 2 points
Prospecting - 10 Magazines (2) = 20 points
Appointments Set - 10 appointments (2) = 20 points
Sponsoring a new Dealer - 1 (4) = 4 points
Developing a new Customer - 2 (3) = 6 points
Developing a new Triple A - 2 (3) = 6 points

At the end of 7 days he has 64 overall activity points.

Part-time Dealers should strive for at least 20 points weekly.

Full-Time Distributors should strive for at least 50 points weekly.

Serious developers should strive for at least 70 points weekly.

Never compare yourself to another Dealer. Their goals are different from yours. Attempt to do a little more each week.

**REMEMBER: CONSISTENCY AND PERSISTENCY WINS IN ECOQUEST!
KEEP ACCURATE RECORDS IN YOUR DAY PLANNER**

Visit and learn from www.Secrets-To-Lifetime-Income.info often!

Performance Profile Tracking Sheet

Name _____ Week of _____

Upline Name _____ Email Address _____

Activity	Target Points	Mon	Tue	Wed	Thur	Fri	Sat	Sun	Actual Points
Cultivate 20 Reasons									
Self Training									
Direct Mail									
Voice Mail Drop									
Ads									
Meet new people									
Dials									
Connects									
CD/DVD Mag Prospecting									
Appointments Set									
Presentations									
3-Way Calls									
PC and Retail									
Sponsor New Dealer									
New Dealer Training									
Triple A signup									
New Summit Climber									

1. Personal accomplishments, improvements or breakthroughs this week: _____

2. What did you learn this week? _____

3. Goals for next week: _____

