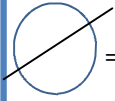
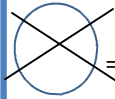


Bubble Sheet

Contact Tracker



= contact *attempted, but no contact made



= contact made, and no booking obtained



= contact made and booking obtained

1 sheet completed each week = Team Leader in 6 months

2 sheets completed each week = Team Leader in 3 months
and Free Car in 6 months

3 sheets completed each week = Team Leader in 2
months, free car in 4 months, and Director in 6 months.

(See explanation below)

* When texting, you must get a response to count it as an attempt

Explanation: Numbers are based upon contacts who are 21 or older (unless married), who are quality prospects. You should obtain at least 10 bookings per completed sheet.