

The Step Tracker

The Step Tracker assists you in staying focused on business activities that lead to volume. Step Tracker works on a point system. You should reach a minimum of 4 points each day. Points are directly connected to business building activities. For each new prospect you add to your list, you can give yourself 1 point. For each appointment you set, you can give yourself 2 points. For every presentation that you give that is 3 points. And for each customer or distributor you enroll you can give yourself 4 points.

COMP = # number completed

Week of:

# pts	ACTIVITES	MON		TUE		WED		THUR		FRI		SAT		SUN	
		# comp	Total pts	# comp	Total pts	# comp	Total pts	# comp	Total pts	# comp	Total pts	# comp	Total pts	# comp	Total pts
1	New Prospects added to list														
2	Appointments set														
3	Presentations given														
4	Customers/Distributors enrolled														
TOTAL POINTS															

Week of:

# pts	ACTIVITES	MON		TUE		WED		THUR		FRI		SAT		SUN	
		# comp	Total pts	# comp	Total pts	# comp	Total pts	# comp	Total pts	# comp	Total pts	# comp	Total pts	# comp	Total pts
1	New Prospects added to list														
2	Appointments set														
3	Presentations given														
4	Customers/Distributors enrolled														
TOTAL POINTS															

5. Review the [New Distributor Overview powerpoint](#) to understand this business process link to [New Dist Overview PPT](#) in Resource area

6. Events – This business is built around events, for you to attend and also for you to bring both prospects and your new team members along to. This is your new business and the ONLY way you will learn and grow is by attending meetings and mingling with other like minded people who are experiencing the same journey that you are, it is also a “networking” business so developing relationship within the Nu Skin community is vital to your success.

[CLICK HERE](#) to access the events calendar

7. Listen to conference calls as often as possible, both live and archived call are available.

[CLICK HERE](#) to link to the Audio/Video Library

8. Schedule your time map for each week – when will you clock on and off and for how many hours per week will you commit to working? Share with you executive coach or Ruby team leader.

9. Teach your own first level distributors to set up 5 models for demos in the first 72 hours and complete these with the new distributor... also get new distributor to invite minimum 2 models per week to the set event.

10. Upline exec or Ruby should commit to work with this distributor line for at least one month full on, AS LONG as the distributor line COMMITS to do exactly as the upline instructs them.