

# Leader in Action Worksheet



THE LEADER IN ACTION FORMULA IS A METHOD TO MEASURE SPECIFIC BUSINESS-BUILDING BEHAVIORS AND OUTCOMES EACH WEEK DURING A COMMISSION MONTH. USE THIS WORKSHEET TO TRACK YOUR POINTS AND PROGRESS!

Total points are calculated each month by adding the categories below:

MONTH OF \_\_\_\_\_

WEEK ENDING	1PET Personal Enrollment Points	2PET Enrollment Points	Personally Enrolled Rank Advancement Points	Active Week Points	
1					
2					
3					
4					
5					
		+		+	
			+		=
					<b>TOTAL POINTS</b>

(Maximum of 20)

Use the key below to fill in your points each week!

Category	Subcategory	Point Value
Enrollments	1PET Personal Enrollments	1
	2PET Enrollments (up to 20 points each month)	2
Personally Enrolled Rank Advancements	Consultant, Silver Circle Consultant	2
	Manager, Crystal Manager, Silver Circle Manager	6
	Director, Crystal Director, Silver Circle Director	8
	Executive, Crystal Executive, Golden or Platinum Circle, Star Executive	10
Active Weeks	Manager	1
	Director	2
	Executive	4



# Tracking Sheet

## Your Activity

Enrollments (100+ BV)

Date	New Member Name	Points (1 point)	Enrollment Points

## Team Activity

2PET Enrollments (up to 20 points each month)

Date	1PET Enroller	Enrollments	Points (x2 points)	2PET Enrollment Points

Personally Enrolled Rank Advancements (PERA)

Date	Personally Enrolled Name	Advancement Type	Points	PERA Points

