

SOUTH TEXAS DIVISION

MONDAY RESULTS & CLARITY REPORT

1. TRAINING RESULTS

Total Set for Training	_____
Total Show	_____ (_____ % Show)
Total Launched	_____
True New Launches From This Training	_____

2. FIRST WEEKEND RESULTS

Total CPO From New Reps	\$ _____
Fast Start POP (CPO / Launch)	\$ _____
Zero Sellers	_____
Sellers	_____

Fast Start POP = Total CPO From New Reps ÷ True New Launches

3. PROACTIVE EFFORTS

What will we do differently to increase Show %?

What will we do differently to increase Fast Start POP?

4. DEVELOPMENT

Which Assistant and what specific task are “must do” this week in teaching them this week to help increase these numbers?

Assistant: _____

Task Being Taught: _____

Stage: I Do / We Do / You Do /

**Know the numbers. Communicate the numbers. Own the numbers.
Improve the numbers.**