

# Track Your Way to Success

## Prospective Hostess

Who are your prospective hostesses? Keep an ongoing list. Once they become a hostess, fill their spot.

**Target:**  
6-10 names

## Hostess

Have 20 classes on your books at all times so you are guaranteed 10 classes per month

**Target:**  
20 classes

## Prospective Interviews

Who do you want to interview? Put their name and contact info in this area. When they hold their interview, fill their spot.

**Target:**  
10 names

## Interviews

For every 5 interviews, you will gain 1 new team member. Keep track of your monthly interviews here with names and contact info.

**Target:**  
25/month for gold medal

## Leads

Our business relies on new leads. Check them off in groups of 5 as they come in.

**Target:**  
100 new leads/month

## Team

Who is active? How many more team members do you need to reach the next level in your business?

**List Current Team**

## Guests

A great way to build your business is to bring guests to events. Keep a list of people you'd like to attend and replace their name when they attend.

**Target:**  
10 names

## Sets

Sets are the core of your business. They generate reorder business. Keep a running total of what you sell.

**Target:**  
25/month

## Star

How close are you to your star? It would be a shame to miss it by only a little! Break your goal into \$200 chunks and cross off as you order.

**Target:**  
You pick; min. \$1800

## Events

What guest events do you have on your calendar? Keep track of them here!

**Target:**  
3 events/month