

		Critical 1st Step		This is a MUST! Get them in the GREEN					TOUCHDOWN!		RESULT	
Name	1:1 you invited them to see more →	Product in their body PLUS Literature	They watched preview advocare.com	They watched a biz webinar	You did a 3 way call with your leader	You did a 2 on 1 appointment with your leader	They came to an in-home mixer	They attended an in-home training	They came to a Large Group Event	They went to Success School	They became a Distrib. 20-30% or RETAIL	They reached Advisor 40%
ex: Brian	X	X	X		X			X				X
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Your Story & Vision