

Memory Jogger in Excel

- 1) The Learning Process
- 2) Determine next steps with sponsor
- 3) Promotional vs Paid PVC

List Names on Memory Jogger

Track your progress by hand or in Excel

	Cust Name	Date	Product	Promo PVC	Cumulative Promo PVC
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
16					
17					
18					
19					
20					
21					
22					
24					
25					
26					
27					
28					
29					
30					

Concepts for New Distributor Training

1	To Maximize Learning Process	
	Sponsor	New Distributor
	Tells	Hears it
	Shows	Sees it
	Models	Observes it demonstrated
	Duplicates	Does it

2	Follow 5 Step process to determine what to do and say	
	List Name	
	Decide Next Steps	Relationally and Educationally
	What Tool	Facts Tell
	What Story	Stories Sell
	What Event	People Propel

3	Understanding Promotional vs Paid PVC				
	Month 1 10 JP Orders 1,000 Promotional PVC		1 Dist	Month 2 10 JP Orders 1,000 Promotional PVC	
	Promotional PVC	Paid Col 4		Promotional PVC	Paid Col 4
	10	10		10	10
	100	25		100	25
	1000	250		1000	250

Promotional PVC for each Product			Paid PVC for each Product	
JP	101.25			25
Vineyard	60		Divide promotional PVC by 4 months if on installment plan	15
Chewies	52.5			13
Adult Chews	105			26
Complete	63			16

