

Leader in Action Worksheet

THE LEADER IN ACTION FORMULA IS A METHOD TO MEASURE SPECIFIC BUSINESS-BUILDING BEHAVIOURS 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 Enrolment Points	2PET Enrolment Points	Personally Enrolled Rank Advancement Points	Active Week Points	
1					
2					
3					
4					
5					
		+		+	
			+		=
					TOTAL POINTS

(Maximum of 20)

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

Category	Subcategory	Point Value
Enrolments	1PET Personal Enrolments	1
	2PET Enrolments (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

Enrolments (100+ BV)

Date	New Member Name	Points (1 point)	Enrolment Points

Team Activity

2PET Enrolments (up to 20 points each month)

Date	1PET Enroller	Enrolments	Points (x2 points)	2PET Enrolment Points

Personally Enrolled Rank Advancements (PERA)

Date	Personally Enrolled Name	Advancement Type	Points	PERA Points

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