

Tracking- Team-Building Layering Chart

WHO ARE YOU LOOKING FOR?

- ENTHUSIASTIC CUSTOMERS
- LOYAL HOSTESSES
- WOMEN LOOKING FOR EXTRA MONEY
- WOMEN DISSATISFIED WITH JOB
- WELL GROOMED WOMEN
- PEOPLE THAT ASK ABOUT WHAT YOU DO
- OWN A HOME
- OWN A CAR
- TAKES CARE OF HER VEHICLE
- PEOPLE WITH POSITIVE ATTITUDES

USE THE CHART BELOW TO TRACK THE DIFFERENT WAYS YOU LAYER YOUR CUSTOMERS WITH SERVICE AND TEAM BUILDING INFORMATION. REMEMBER, NOT ALL CUSTOMERS RESPOND TO THE SAME APPROACH.

NAME	TRIED PRODUCT	BEEN A HOSTESS	LISTENED TO LINE/3-WAY CALL/WATCHED VIDEO	NOTES	GIVEN ANSWER
1.					
2.					
3.					
4.					
5.					
6.					
7.					
8.					
9.					
10.					
11.					
12.					