

Leader in Action Worksheet



THE LEADER IN ACTION FORMULA IS A METHOD TO MEASURE SPECIFIC BUSINESS-BUILDING BEHAVIORS 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 Enrollment Points	2PET Enrollment 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
Enrollments	1PET Personal Enrollments	1
	2PET Enrollments (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

Enrollments (100+ BV)

Date	New Member Name	Points (1 point)				
			<table border="1" data-bbox="1334 919 1528 1050"> <tr><th data-bbox="1341 919 1521 989">Enrollment Points</th></tr> <tr><td style="height: 30px;"> </td></tr> </table>		Enrollment Points	
Enrollment Points						

Team Activity

2PET Enrollments (up to 20 points each month)

Date	1PET Enroller	Enrollments	Points (x2 points)				
				<table border="1" data-bbox="1334 1352 1528 1482"> <tr><th data-bbox="1341 1352 1521 1421">2PET Enrollment Points</th></tr> <tr><td style="height: 30px;"> </td></tr> </table>		2PET Enrollment Points	
2PET Enrollment Points							

Personally Enrolled Rank Advancements (PERA)

Date	Personally Enrolled Name	Advancement Type	Points				
				<table border="1" data-bbox="1334 1745 1528 1875"> <tr><th data-bbox="1341 1745 1521 1814">PERA Points</th></tr> <tr><td style="height: 30px;"> </td></tr> </table>		PERA Points	
PERA Points							

