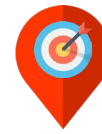


[illegible]

4 QUARTERS GPS

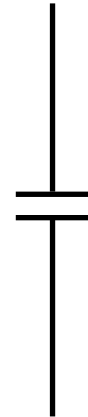
GOAL • PLANNING • SYSTEM



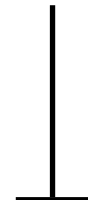
GPA (GOAL PRODUCING ACTIVITY)



80%



20%



GOAL AREA	DATE/QTR	PATCH PROSPECTS Goal	PATCH PROSPECTS Actual	REVISIT/ FOLLOW UP Goal	REVISIT/ FOLLOW UP Actual	OPPORTUNITY CALLS Goal	OPPORTUNITY CALLS Actual
PRO	Month _____						
	Each Week						
	Daily (Mo-Th)						
	Each Quarter of the Day						

GOAL AREA	DATE/QTR	CUSTOMER FOLLOW-UP Goal	CUSTOMER FOLLOW-UP Actual	AUTOSHIP FOLLOW-UP Goal	AUTOSHIP FOLLOW-UP Actual
FOLLOW-UP & AUTOSHIPS	Month _____				
	Each Week				
	Daily (Mo-Th)				
	Each Quarter of the Day				

GOAL AREA	DATE/QTR	COACHING CALLS Goal	COACHING CALLS Actual	TEAM CALLS Goal	TEAM CALLS Actual	READING • BACK OFFICE Goal	READING • BACK OFFICE Actual
COACHING TRAINING CALLS SELF DEVELOPMENT	Month _____						
	Each Week						
	Daily (Mo-Th)						
	Each Quarter of the Day						

GOAL AREA	DATE/QTR	SOCIAL MEDIA V&P Goal	SOCIAL MEDIA V&P Actual	EDUCATION CONTENT Goal	EDUCATION CONTENT Actual	CONTENT CONSUMPT Goal	CONTENT CONSUMPT Actual
CONTENT CREATION	Month _____						
	Each Week						
	Daily (Mo-Th)						
	Each Quarter of the Day						