

ALC 30-60-90 Review for 2020

30 Days Review

- Identified a Committee or Task Force to participate in
- Turned in clear Mission Vision Value Statement to Team Leader
- Identified and clarified 2020 goals expressed in units or volume
- Created a pipeline for Profit Share
- Logged into Command
- Logged into Kelle
- Fully Set Opportunities including custom stages and checklists
- Have a database or plan to grow database to a 100:6 ratio for my units goal
- Audited my Multi Year Trends Report for the trends that will help me achieve my 2020 goals
- Taught/Brought a teacher for MC professional development needs
- Read portion of book study for ALC – The One Thing
- Have ticket secure for Family Reunion
- Prepare Profit Share Class for ALC (5-10 minute mini class)
- Utilize P&L and set appointment with David to discuss month end report
- Daily tracking goals in command
- 2020 Marketing Plan in place

60 Days Review

- Internalize and commit KWRI Mission Vision Values Position
- Internalize and commit KW Platinum Mission Vision Values
- Utilize P&L and set appointment with David to discuss month end report
- Read Portion of book study for ALC – The One Thing
- Taught/Brought a teacher for MC professional development needs
- Revisited Multi Year Trends for goal inspection
- Added to my database in Command
- Have a pipeline of at least 8 for Profit Share
- Review action plan from Family Reunion
- Daily tacking goals in command
- 2020 marketing plan review
- Visit Shift concepts for your business
- GPS 411 for 2020 completed
- Schedule Regional KW Training event
- Turn in farming plan to Team Leader with HAR reports for market share

90 Days Review

- Have a complete pipeline of 24 agents to cultivate towards profit share goals
- Utilize P&L and set appointment with David to discuss month end report
- Taught/Brought a teacher for MC professional development needs
- Tracking Daily Goals In command
- 2020 marketing plan review
- Reread/Revisit MREA Models
- 411 Activity Review
- Attend Regional KW Training
- Complete New Sales Training