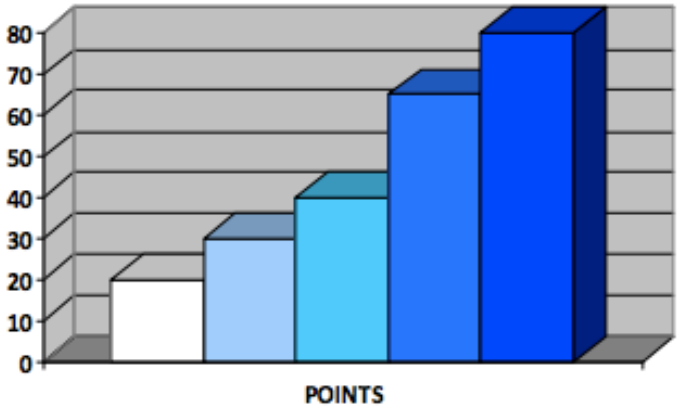
DMO (Daily Method of Operation of Operation) – Tracking Sheet

Name: _____
Date Submitted: _____
Weekly Total Points: _____
Weekly Grand Total: _____

PC	Get a personal customer	2
REP	Sign up a new REP	2
2/1	2 on 1 meeting	2
WEB	Prospect watched webinar	2
PBR	PBR/ Home meeting (3+ Guests)	5
GST	1st time guest at DFY	2
DFY	Attend weekly DFY	3
REG	Attend a Regional	7
INTL	Pre-Register a New REP for a National Event	10
PIQ	Piqued/Invited to see the business	1
3WAY	3-way follow up call	1
FAPP	Follow up Appointment	2

"The rhythm of daily action aligned with your goals creates the Momentum that separates dreamer from super achievers."

-Darren Hardy



- **Phase 1 Building 1 Year to Diamond (20 + pts. Min. a week)**
- **Walking to DIAMOND in 9 Months (30 + pts. Min. a week)**
- **Jogging to DIAMOND in 6 Months (40 + pts. Min. a week)**
- **Running to DIAMOND 90 – 120 Days (65 + pts. Min. a week)**
- **Sprinting to DIAMOND Less than 90 Days (80 + pts. Min. a week)**

DAY	PC	REP	2/1	WEB	PBR	GST	DFY	REG	INTL	PIQ	3WAY	FAPP
MONDAY												
TUESDAY												
WEDNESDAY												
THURSDAY												
FRIDAY												
SATURDAY												
SUNDAY												
TOTAL												