



# FOCUS ON FACES!

## TRACKING SHEET FOR \_\_\_\_\_



Name _____ Date _____ \$ _____	Name _____ Date _____ \$ _____	Name _____ Date _____ \$ _____	Name _____ Date _____ \$ _____	Name _____ Date _____ \$ _____	Name _____ Date _____ \$ _____	Name _____ Date _____ \$ _____	Name _____ Date _____ \$ _____
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<b>TOTALS</b>	
Number of Faces	\$ _____
Total Sales/Faces	\$ _____
Additional Reorder Sales	\$ _____
<b>TOTAL SALES</b>	\$ _____
Amt. Wholesale Order	\$ _____
Profit	\$ _____

Name _____ Date _____ \$ _____	Name _____ Date _____ \$ _____	Name _____ Date _____ \$ _____	Name _____ Date _____ \$ _____	Name _____ Date _____ \$ _____	Name _____ Date _____ \$ _____
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### 4 THINGS TO DO AFTER EACH FACIAL/CLASS:

1. Did I speak to each person individually?
2. Did I offer each one the opportunity to invest in the products that she likes?
3. Did I schedule a follow-up facial for each facial/hostess/guest who purchased the Skin Care Set or who wanted more than her budget would allow?
4. Did I invite her to hear how our business works by inviting her to join in a Webinar, giving her a CD/Literature with a follow-up date set within 24/48 hours or inviting her to attend our next event or scheduling a time for coffee?