



HotCards™ Tracking Form

Instructions

1. When you receive your HotCards, before beginning, mix them all together so as you get them out you will get out an equal number of different cards in all places.
2. How can you get out 1,000 HotCards a week? One easy way is to break it down into 5 days' worth of effort and focus on getting out 200 cards every day. However, it doesn't have to take a lot of time -- we'll be talking on the training calls how to simply get the cards out by adding only a few minutes a day to your normal routine.
3. Consider breaking your 200 cards a day into groups of 20 to 25 cards each, with each group having its own code number you assign to the one already printed on the cards. In this way, the "main" code number will track what card is producing results, and the "extra" code will help you track what stack of cards is producing results. Using these little stacks, you can leave a stack on the counter at a convenience store, another stack on automobiles in a certain parking lot, you can hand another stack out to 20 people personally, and more. Now, as results come in, you will know exactly what stack performed -- therefore knowing where your results come from. Just be sure to keep accurate records -- every time you get out a stack of cards, write down the "extra" code number used and where the cards were left.
4. Track your results daily on the enclosed Daily Tracking Form. This will help you keep up with your results in a simple-to-use format. Be sure not to overlap dates or count results or quantity of cards out twice. Additionally, you will begin to see patterns of what works and where -- especially as you track your own, individual, code suffixes for each grouping of cards. On Monday, total your results for the previous week and mark those on the Weekly Tracking Form.
5. Try not to get all 1,000 cards out in one day -- instead, make a consistent flow of new cards getting out over the entire week. This will give you more accurate results.
6. Consider challenging others in your downline to use the HotCard Lead Generation System. Set up a friendly competition for the person who 1) gets the most prospects or 2) finds the most new places where prospects respond or 3) finds the most new cards that work well. This challenge does not have to be only in your local city -- it can be with downlines all over North America.
7. Continue tracking your results for 2 weeks after your cards run out.

HotCards™ Weekly Tracking Form

Name: _____
 Phone: _____

City/State _____
 TeleCenter #: _____

Cust ID #: _____

			Week of	Week of	Week of	Week of	Week of	Week of	Week of
Code #	Location								
		Prospects							
		Quality							
		Qty Out							
		Prospects							
		Quality							
		Qty Out							
		Prospects							
		Quality							
		Qty Out							
		Prospects							
		Quality							
		Qty Out							

Code # is the code number pre-assigned by COA Network to each card style -- it does not include any additional code number you may have assigned to a card. **Prospects** are the number of people leaving their names and numbers. **Quality** is to rate quality of prospects on a scale 1 to 4 with 4 being best. **Qty Out** is amount of HotCards you got out during the week. Each week begins on Monday and ends on Sunday.

What locations have you found to produce best results?

HotCards™ Daily Tracking Form

Use this form to track your daily activities and results. At the end of each week, total your results and mark them on the HotCards™ Weekly Tracking Form. Do not be concerned if today's results came from yesterday's activities. Track only the cards you got out today and any prospects leaving their names and numbers today.

Dates: _____

		Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	
Code #	Location								Totals
		Prospects							
		Quality							Avg:
		Qty Out							
		Prospects							
		Quality							Avg:
		Qty Out							
		Prospects							
		Quality							Avg:
		Qty Out							
		Prospects							
		Quality							Avg:
		Qty Out							

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What locations have you found to produce best results?
