PROSPECT TRACKER

As you brainstorm about those you want to share with, make note of their needs to guide your approach and what to share. Most of your prospects will be your own. As you receive referrals, make note of who referred them to you.

- **Needs:** interests, ailments, money, etc.
- **What to share:** products, video/webinar, research study, websites, etc.
- **How to contact:** in person, phone, 3-way call, mail, text, Facebook, Skype, etc.
- **How to share:** class, one-on-one, lunch appointment, get together, playdate, etc.

			Share Oil Experience	Invite	Remind 48 hr./4 hr.	Attend 1st Class	Enrolled/ 48hr. Follow-up	Wellness Consult Set Up
Date:	Name	Phone	Referred By					
	Email	Address						
	Needs							
	What to share							
	How to best contact/share							
	Next steps							
Date:	Name	Phone	Referred By					
	Email	Address						
	Needs							
	What to share							
	How to best contact/share							
	Next steps							
Date:	Name	Phone	Referred By					
	Email	Address						
	Needs							
	What to share							
	How to best contact/share							
	Next steps							
Date:	Name	Phone	Referred By					
	Email	Address						
	Needs							
	What to share							
	How to best contact/share							
	Next steps							
Date:	Name	Phone	Referred By					
	Email	Address						
	Needs							
	What to share							
	How to best contact/share							
	Next steps							

Learn how to maximize this tracker at sharesuccess.com/tracker

©SHARE SUCCESS, 2016 - sharesuccess.com

Share Oil Experience	Invite	Remind 48 hr./4 hr.	Attend 1st Class	Enrolled/ 48hr.Follow-up	Wellness Consult Set Up

Date:

Name | **Phone** | **Referred By**

Email | Address

Needs

What to share

How to best contact/share

Next steps

Date:

Name | **Phone** | **Referred By**

Email | Address

Needs

What to share

How to best contact/share

Next steps

Date:

Name | **Phone** | **Referred By**

Email | Address

Needs

What to share

How to best contact/share

Next steps

Date:

Name | **Phone** | **Referred By**

Email | Address

Needs

What to share

How to best contact/share

Next steps

Date:

Name | **Phone** | **Referred By**

Email | Address

Needs

What to share

How to best contact/share

Next steps

Date:

Name | **Phone** | **Referred By**

Email | Address

Needs

What to share

How to best contact/share

Next steps

share SUCCESS

©SHARE SUCCESS, 2016 - sharesuccess.com