

20 POINTS A DAY OR 200 POINTS A WEEK (RECRUITMENT)

Activity	Pts	Mon		Tue		Wed		Thu		Fri		Sat		Total
		T	P	T	P	T	P	T	P	T	P	T	P	
Telephone / Direct Mail	1													
Appointment secured	2													
Approach in person	2													
Getting referred leads	3													
Completing paper work	3													
Submit sales	4													
Servicing / Follow-up	1													
Attending training	4													
TOTAL														

5 Full time - Star Award / 10 Full time - Star Champion Award /
15 Full time - MDP Group

Note : T - Tally P - Points

40 POINTS A DAY OR 200 POINTS A WEEK (PERSONAL SALES)

Activity	Pts	Mon		Tue		Wed		Thu		Fri		Sat		Total
		T	P	T	P	T	P	T	P	T	P	T	P	
Telephone / Direct Mail	1													
Appointment secured	2													
Approach in person	2													
Getting referred leads	3													
Completing paper work	3													
Submit sales	4													
Servicing / Follow-up	1													
Attending training	4													
TOTAL														

COMMITMENT : I must achieve at least 40 points a day (any 5 days a week) or 200 points a week.

Note : T - Tally P - Points

MDP SYSTEM