

**BUSINESS REVIEW SESSION (BRS)**

**\*\* LEADERS CLUB TO EXECUTIVE LEADERS CLUB \*\***

Name: \_\_\_\_\_

Date: \_\_\_\_\_

**1. WHAT TO BRING TO BRS – 2 COPIES OF:**

- YOUR PROSPECT LIST
- THIS SHEET
- GROUP DRAWING (Showing CEP/App, Functions, Plan Showers, Autoship)
- 15 PLAN CARD/FRIDGE GRID (Show when and who you showed the plan to)
- GAME PLAN Showing **Short Term** (next month's) goal; **Medium Term** (next WEC structure/total) goal; **Long Term** 12-18mths+
- QUESTIONS TO HELP YOU REACH YOU NEXT LEVEL/GOAL
- \*BUSINESS BUILDING TOOLS\* SHEET

**2. WHAT ARE THE DREAMS/GOALS DRIVING YOU?**

- |          |          |
|----------|----------|
| 1. _____ | 1. _____ |
| 2. _____ | 2. _____ |
| 3. _____ | 3. _____ |

**3. WHAT IS THE NEXT IMMEDIATE PIN LEVEL YOU ARE AIMING FOR RIGHT NOW? Date \_\_\_\_\_**

**4. WHAT DO YOU NEED TO MAKE THIS HAPPEN?** \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**5. CHECK LIST**

- Total Frontline Introduced So Far \_\_\_\_\_
- 7 Points of CORE Yes/No Goal when – \_\_\_\_\_
- 15 Planner Yes/No Goal when – \_\_\_\_\_
- Silver Eagle Yes/No Goal when – \_\_\_\_\_
- Gold Eagle Yes/No Goal when – \_\_\_\_\_
- Products/Kits owned
- Nutriway  Artistry  iCook  eSpring  Atmosphere  Other \_\_\_\_\_

**6. SHORT TERM FOCUS**

Vital Signs	Last Mth	Current Mth	Goals Next Mth
No. of plans you showed			
Total Introduced Frontline			
Total Group			
Total CEP/App			
Total BDS			
No. of 15 Planners (incl. You)			
Personal PV			
Group PV			

**Strategy this month**

- No. of Plans \_\_\_\_\_ Personally Introduce \_\_\_\_\_
- Circle (above) the 1-3 most important for you this month and focus on these. Discuss your strategy
- Who are you next Pacesetters, 15 Planners, LC

**7. MEDIUM TERM FOCUS – (Refer Game Plan – this goal/structure is essential to reach your long term goal/rewards)**

Last WEC Legs/Total \_\_\_\_\_ / \_\_\_\_\_ Registered NOW for next WEC Legs/Total \_\_\_\_\_ / \_\_\_\_\_  
 Goal for next WEC Legs/Total \_\_\_\_\_ / \_\_\_\_\_ Pin goal for next WEC \_\_\_\_\_

**8. LONG TERM FOCUS – (Refer Game Plan)**

Goal for next 12-18mths+? Reward? What does it mean to you? Why do you want it? Focus on the **Rewards!**

**9. WHAT IS YOUR GOAL DATE FOR LC+? ELC? \_\_\_\_\_**

**10. NEXT BUSINESS REVIEW SESSION Date: \_\_\_\_\_ Time: \_\_\_\_\_**