**LEAD/NEW REP TRAINING RECORD** assigned to:

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
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| **INITIAL CONTACT RECORD**   |  |  |  | | --- | --- | --- | | Contact | Date | Notes | |  |  |  | |  |  |  | |  |  |  | |  |  |  | |  |  |  | |  |  |  | |  |  |  | |  |  |  | |  |  |  |  |  |  |  | | --- | --- | --- | | No Response Email | No response Text | Welcome Email | | REP\_\_\_\_ CC DM\_\_\_\_ | Rep\_\_\_ | Rep\_\_\_ CC DM\_\_\_ | | Dist #\_\_\_1600\_\_ RPS # \_\_\_\_6\_  DSM Nadine  Nicholas Behm Hendersonville, NC 28792 NickSpiderMonk@aol.com Primary Phone: 8284234652 Secondary Phone:  Contact Time: Anytime Language: English |

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| Date \_\_\_\_\_\_\_\_\_\_\_ Appt: face2face phone self apptd Account # \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ 1st C \_\_\_\_\_\_\_\_\_\_\_  Reason for Starting Avon: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Pathway Training Y / N Set up Website Y / N Interested in Leadership Y / N  E-Mailed Welcome Pkt Y / N Added to FB Group Y / N New Rep Webinar Y / N |

**TRAINING CONTACT RECORD**

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| Contact | Date | Notes |
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**Sales Record:**

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| Campaign 🡪 |  |  |  |  |  |
| Customer Goal/Actual |  |  |  |  |  |
| Sales Goal/Actual/pd |  |  |  |  |  |