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

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|  **INITIAL CONTACT RECORD**

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| Contact | Date | Notes |
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| No Response Email | No response Text | Welcome Email |
|  REP\_\_\_\_ CC DM\_\_\_\_  |  Rep\_\_\_ | Rep\_\_\_ CC DM\_\_\_ |

 | Dist #\_\_\_1600\_\_ RPS # \_\_\_\_6\_DSM NadineNicholas BehmHendersonville, NC 28792NickSpiderMonk@aol.comPrimary Phone: 8284234652Secondary Phone: Contact Time: AnytimeLanguage: 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 |
| 48 hr |  |  |
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**Sales Record:**

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