YOU MAKE THE CALL.

Track how many phone calls you make and how many appointments you book.

| <u>Suzy</u> | ••••• | Fill in contact | name. | (| χ | | Put an "X" when you speak to someone. | |
|-------------------------|-------|--------------------------------|----------------------|---|-------|--------------------------------------|---------------------------------------|--|
| | ••••• | Put a slash m leave a messa | ark when you age. | (| ••••• | Fill in when you book an appointment | | |
| 56 Calls = 10 Bookings! | | | | | | | | |
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Notes:

Bookings are the lifeline of your business. If you're out of bookings, you're out of business.

Mary Kay Ash