



# The "Perfect Class" is the "Vehicle" to Your Dreams!



(Based on Independent National Sales Director Glinda Secreast - May 2000 Tape of the Month)

**6 Perfect Classes = Star Recruiter**  
**16 Perfect Classes = DIQ**  
**Once in DIQ - 42 Perfect Classes for YOU & Your Team =**  
**The Debut of Your Brand New Unit!!!**

Class Date \_\_\_\_\_  
 Sales \_\_\_\_\_  
 Bookings \_\_\_\_\_  
 Interviews:  
 1st: \_\_\_\_\_  
 2nd: \_\_\_\_\_

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 Bookings \_\_\_\_\_  
 Interviews:  
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 2nd: \_\_\_\_\_

**Total Classes:** \_\_\_\_\_  
**Total Sales:** \_\_\_\_\_  
**Total Bookings:** \_\_\_\_\_  
**Total Interviews:** \_\_\_\_\_  
**Total Recruits:** \_\_\_\_\_

**Recruits/Interview:** \_\_\_\_\_  
**Average Sales/Class** \_\_\_\_\_  
**Average # Bookings/Class:** \_\_\_\_\_  
**Average # Interviews/Class:** \_\_\_\_\_