

PRINT ONE PER NEW REP AND PIN IT UP

90 days at a glance

Parts 4–6 on one sheet. Shaded cells are when the playbook says to do it. Tick or date a cell when it's done, so a skipped week is visible from across the room.

Rep _____ Start date _____ Pay day _____ Day-30 bar (from Template 1) _____

Week	1	2	3	4	5	6	7	8	9	10	11	12	13
Days	1–7	8–14	15–21	22–28	29–35	36–42	43–49	50–56	57–63	64–70	71–77	78–84	85–91
Week of date													
One-on-one Template 6													
Ride-along Template 7													
30/60/90 review Template 5					day 30				day 60				day 90
Stay conversation Template 8, once													
Pay landed as promised tick													
Doors per day this week													
Sales this week													
Notes													

Week 1 is Template 4; its one-on-one cell is shaded because day five is the first one. **Day 4** is the day to be physically there. **Ride-alongs** weekly for the first month, then every two to three weeks: shade your own. **Day 30** falls in week 5, **day 60** in week 9, **day 90** in week 13.