



# GRITS & GRACE GAMEPLAN ACCOUNTABILITY WORKSHEET

**RULES:** FIND A PARTNER, FILL OUT BY THE 25<sup>th</sup> EACH MONTH, & TOUCH BASE ONCE A WEEK

- “A dream is just a dream. A goal is a dream with a plan and a deadline.” -Harvey MacKay
- “A goal without a plan is just a wish.” -Anonymous
- “Setting goals is the first step in turning the invisible to visible.” -Tony Robbins
- “People with goals succeed because they know where they are going.” -Earl Nightingale
- “The plans of the diligent lead to profit as surely as haste leads to poverty.” Proverbs 21:5

There are only 3 things that grow your business: holding classes, doing follow up, and raising leaders. This chart hones in on those 3 things and helps you set tangible goals you're accountable for.

## **PART 1: CLASSES**

1) Schedule 4-6 classes for the month of: \_\_\_\_\_

Dates of classes scheduled (place a checkmark next to the class if you have set up a Facebook event and asked 3 people to invite 50 different people to it. This should be done before the end of the month so there is time to market classes early in the month.)

Class 1: \_\_\_\_\_

Class 2: \_\_\_\_\_

Class 3: \_\_\_\_\_

Class 4: \_\_\_\_\_

Class 5: \_\_\_\_\_

Class 6: \_\_\_\_\_

Overwhelmed by this schedule? A class a week is a commitment of 2 hours a week. That's 8 hours a month. You are giving 160 hours a month to a full time job. This is the job that gets you out of that job. Commit to at least 1 class a week to grow fast enough that you'll stick with your Young Living business.

## **PART 2: BUSINESS BENCHMARK WISH LIST FOR THIS MONTH**

OGV growth: \_\_\_\_\_ Leg growth: Leg 1: \_\_\_\_\_ Leg 2: \_\_\_\_\_

This month I am focusing on these legs: \_\_\_\_\_

This month I am working with these leaders: (write their names and the dates you connected)

Make sure your leaders get this sheet and also have an accountability partner! Check in with them!

_____	_____
_____	_____
_____	_____

## **PART 3: RAISING LEADERS:**

Write a specific goal on the next sheet for at least 2 leaders. You should be connecting with your leaders once a week, via phone, text, Facebook, zoom, etc... Tangible goals might be: getting the Gameplan book in their hands, adding them to the Go Team page and checking in to see that they've seen the files section, tagging them in the Silver bootcamp and giving them an award for watching the first video, getting them on Tuesday Facebook live Go Team chats at 8pm eastern, coming up with a plan to get to convention, giving them resources like flyers, books, DVD's or cd's, helping them to teach their first 101 class, watching them

teach, co-teaching, training them to do online classes, coaching through their weaknesses, go through the 3-page teacher training and virtual office tour with them, etc...

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**PART 4: FOLLOW UP GOALS:**

After each class or teacher training, have a plan for following up. For each person that came to class, I make a list of their names and text, call or email them. For each person that got a kit, I mail the package below. For each business builder, I mail the package below. On the back of this sheet, track your mailings.

Sarah's post-class plan (if they get a kit): a quick reference guide, a Welcome to Young Living book, a thieves or NingXia flyer, an explanation of essential rewards and a list of the essential rewards freebies for the month, a DVD or 101 audio cd

Sarah's post-teacher training follow up: the 3-page 101 script in a manilla folder with instructions on how to teach (get 3 people on your couch, read the script, give them your distributor number as sponsor and enroller, rinse and repeat); the 3-page teacher training in a manilla folder to train them how to raise leaders, the Gameplan book, plug them in online on the Go Team page and Silver bootcamp, as well as Tuesday night Facebook chats

**PART 5: HAVE SET BUSINESS HOURS**

This may not be possible if you have a shift with hours that change, but commit to a certain number of hours worked per week, connecting with leaders, marketing your classes, following up, doing mailings, and teaching classes. Even if you start with 1 hour a week, it's better than no commitment.

Week 1: \_\_\_\_\_ Week 2: \_\_\_\_\_  
Week 3: \_\_\_\_\_ Week 4: \_\_\_\_\_

My best success this month was:

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One area I can grow:

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My 3-month OGV growth plan:

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People that are on my radar (for kits or as leaders):

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Congratulations! You made it to the end of the month! Time to start a new accountability sheet! ☺

