

|                              |                              |                                |                                |                               |
|------------------------------|------------------------------|--------------------------------|--------------------------------|-------------------------------|
| <b>B</b>                     | <b>I</b>                     | <b>N</b>                       | <b>G</b>                       | <b>O</b>                      |
| One guest is wearing boots   | \$250 in net sales           | \$1 000 in net sales           | 3 chains ordered               | I liked my designers fb page  |
| I booked a party during week | 10 lockets ordered           | One guest is a co-worker       | I booked party online          | \$300 in net sales            |
| I have 5 people attend       | One guest has a sibling      | <b>FREE</b>                    | One guest is wearing green     | 1 online order place b4 party |
| I booked another JB          | A CORE line order was placed | A leather wrap set was ordered | I shared my story of my locket | A window plate was ordered    |
| I have 10 people attend      | I turned in guest list       | 4 customers ordered            | 3 parties booked               | I booked a party on Saturday  |

|                                |                              |                               |                                 |                              |
|--------------------------------|------------------------------|-------------------------------|---------------------------------|------------------------------|
| <b>B</b>                       | <b>I</b>                     | <b>N</b>                      | <b>G</b>                        | <b>O</b>                     |
| A leather wrap set was ordered | 3 customers ordered          | 1 online order place b4 party | 1 party was booked              | I booked another JB          |
| I booked a party during week   | A window plate was ordered   | \$500 in net sales            | One guest has never heard of O2 | I liked my designers fb page |
| 50 total charms ordered        | One guest is a co-worker     | <b>FREE</b>                   | \$300 in net sales              | One guest is wearing green   |
| \$250 in net sales             | I booked a party on Saturday | A CORE line order was placed  | 2 online orders placed b4 party | I got the exclusive free     |
| I referred 2 contacts          | I have 5 people attend       | I booked party online         | I shared my story of my locket  | 10 customers ordered         |

|                         |                              |                                 |                            |                                |
|-------------------------|------------------------------|---------------------------------|----------------------------|--------------------------------|
| <b>B</b>                | <b>I</b>                     | <b>N</b>                        | <b>G</b>                   | <b>O</b>                       |
| I have 10 people attend | I booked a party during week | 2 online orders placed b4 party | I booked a party on Sunday | \$250 in net sales             |
| 50 total charms ordered | \$1 000 in net sales         | A window plate was ordered      | 10 lockets ordered         | I booked another JB            |
| One guest is a mother   | 1 party was booked           | <b>FREE</b>                     | Wish list completed        | One guest is wearing pink      |
| \$500 in net sales      | I liked my designers fb page | I booked party online           | 25 total charms ordered    | One guest is wearing green     |
| \$300 in net sales      | One guest is wearing boots   | 10 customers ordered            | I have 5 people attend     | A leather wrap set was ordered |