

B	I	N	G	O
Meet Controllable KPI goal by the 25th.	0 past dues on May 5 & 15th	1st MI by May 5th	Host a CEU event and document in Blueprint.	4th MI by May 20th
1 MI w/ no incentive used	Lead Contact goal=100% by the 25th.	ADC beating April EOM ADC by 5/25	0 pending leads over the weekends in SMS	Exceed Professional Sales Call KPI goal.
Lead Contact KPI goal=50% by 15th.	Meet Initial Visit KPI goal by the 25th.	FREE	1 MI by EOM w/FFL as a lead source	3rd MI by May 15th
4 Home Visits by 5/25	Host a FFL event and document in Blueprint.	4 Welcome Events hosted and documented in SMS by the 25th.	2nd MI by May 10th	75% of all initial visits have a PC completed by 5/25
2 MI w/BSR higher than \$100	1 MI w/ a higher published BSR	ED has completed f/u calls to initial visits in SMS.	VEPTs for all weekly initial visits to DDS by Friday's.	1 new Google Review posted in May

B	I	N	G	O
Meet Initial Visit KPI goal by the 25th.	0 pending leads over the weekends in SMS	Host a CEU event and document in Blueprint.	1 MI w/ no incentive used	ADC beating April EOM ADC by 5/25
1st MI by May 5th	VEPTs for all weekly initial visits to DDS by Friday's.	4th MI by May 20th	1 MI w/ a higher published BSR	Exceed Professional Sales Call KPI goal.
4 Home Visits by 5/25	1 MI by EOM w/FFL as a lead source	FREE	3rd MI by May 15th	0 past dues on May 5 & 15th
2nd MI by May 10th	ED has completed f/u calls to initial visits in SMS.	Meet Controllable KPI goal by the 25th.	1 new Google Review posted in May	Host a FFL event and document in Blueprint.
4 Welcome Events hosted and documented in SMS by the 25th.	75% of all initial visits have a PC completed by 5/25	Lead Contact KPI goal=50% by 15th.	Lead Contact goal=100% by the 25th.	2 MI w/BSR higher than \$100

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1 MI w/ a higher published BSR	ED has completed f/u calls to initial visits in SMS.	0 pending leads over the weekends in SMS	75% of all initial visits have a PC completed by 5/25	1 MI by EOM w/FFL as a lead source
Meet Controllable KPI goal by the 25th.	4 Home Visits by 5/25	4 Welcome Events hosted and documented in SMS by the 25th.	Lead Contact goal=100% by the 25th.	4th MI by May 20th
Lead Contact KPI goal=50% by 15th.	1 new Google Review posted in May	FREE	Host a FFL event and document in Blueprint.	2nd MI by May 10th
Meet Initial Visit KPI goal by the 25th.	Exceed Professional Sales Call KPI goal.	Host a CEU event and document in Blueprint.	VEPTs for all weekly initial visits to DDS by Friday's.	1st MI by May 5th
3rd MI by May 15th	0 past dues on May 5 & 15th	ADC beating April EOM ADC by 5/25	1 MI w/ no incentive used	2 MI w/BSR higher than \$100