

B	I	N	G	O
Meet Controllable KPI goal by the 25th.	0 past due activity on May 5th 15th & 25th.	1st MI by May 5th	Host a FFL event and document in Blueprint.	4th MI by May 20th
1 MI w/ no incentive used	May's ADC on the 25th is beating April EOM ADC.	75% of new inquiries have a Birthday documented in the prospect tab in SMS.	0 pending leads over the weekends in SMS	Host a CEU event and document in Blueprint.
Lead Contact goal=100% by the 25th.	Meet Initial Visit KPI goal by the 25th.	FREE Sales Bingo	1 MI by EOM w/FFL as a lead source.	3rd MI by May 15th.
4 Home Visits by 5/25 documented in SMS.	Lead Contact KPI goal=50% by 15th.	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's w/BSR higher then \$100 dollars.	1 MI w/ a higher published BSR amount.	Exceed Professional Sales Calls KPI goal.	VEPTs for all weekly initial visits to DDS by Friday's.	1 new Google Review posted in May.

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