

Associate Prospect Referral Form

Associate's Name: _____ Best Phone: _____

Associate's Referral Code: _____

PROSPECT PHONE NUMBERS

Home: _____

Work: _____

Cell: _____

Fax: _____

Best Time to Call: _____

Email: _____

Initial Call: Date: _____ Time: _____

Follow Up #1: Date: _____ Time: _____

Follow Up #2: Date: _____ Time: _____

Follow Up #3: Date: _____ Time: _____

Result: _____

ASSOCIATE INFORMATION FOR QTO PLT TO HELP COACH TOWARD BECOMING A REP

Email Address: _____

Address: _____

City: _____ State: _____ Zip _____

Single Married

Spouse's Name: _____

If Married is Teamwork: Good Needs Work

What is Associate's Why in YTB? _____

Proudest Achievement: _____

Biggest Obstacle: _____

Fears: _____

Hot Buttons: _____

Fast Facts: _____

Strategy: _____

BEST APPROACH (Check One)

Travel

Business

Income

PERSONALITY TYPE (Check One)

Analytic

Driver

Expressive/Friendly

CAREER

Enjoys Career on 1-10 scale: _____

Length of Time at Career: _____

STRENGTHS (Rate from 1-10)

_____ People Skills

_____ Ambitious

_____ Credibility

_____ Reliable

_____ Existing Network in Place

_____ Likes to Travel (Personal)

_____ Travel for Business

_____ Sales Experience

_____ Teaching Experience

_____ Coaching Experience

_____ Business Savvy

_____ Management Experience

_____ Entrepreneur

_____ Self Starter

_____ Organized

_____ Recruiter

_____ Motivator

_____ High Achiever

_____ MLM Experience

_____ International Network

_____ Financial Strength

_____ Not a Winer/Complainer

_____ Open, Open, Talkative