SHIELD NATION LEADERS

CHANGING LIVES. CREATING FREEDOM.

Source and Methods Assessment Year:_____

	The WHAT			The Source: the WHO Where did my sales/recruits come from?										The Method: the HOW What activity produced my sales/recruits?										
Name	Sale-Membership	Recruit- Asso/Agent	Group Enrolled	Warm Market	Referrals	Networking Groups	Cold Calling	3 foot rule	Advertising Lead	Website Lead	Email Marketing	Social Media Lead	Other	1-On-1 presentation	Phone presentation	PBR	Business Briefing	Executive Luncheon	Corporate Event	PCC/3 way	DVD/CD/Tool	Website	Social Media	Enrollment	Other