

Deepak Bajaj's

PROGRAMS PROGRESS MONITOR (PPM)

Network marketing runs on programs and program numbers are the pulse of our business. The strength and stability of our business is directly proportional to the number of people from our team in the program. One question that every distributor must ask oneself, "Am I growing in numbers from program to program?"

The simple format mentioned below can be used to monitor the progress in program numbers from time to time. There are a lot of programs that keep happening all through the year, but I recommend we monitor 4 key programs – 2 weekly programs and 2 quarterly programs. We should fill the data in this sheet after every program.

The trend of these numbers from program to program will give us a clear idea about which direction our business is heading towards. To have the same numbers or declining numbers in the programs is alarming and we must accelerate and multiply our efforts. We want only one direction for our program numbers to head in, and that is upwards.

PROGRAMS PROGRESS MONITOR (PPM)

WEEKLY PROGRAMS	Week 1	Week 2	Week 3	Week 4
Basic Training Program				
Hall Business Opportunity Presentation				
QUARTERLY PROGRAMS	Qtr 1	Qtr 2	Qtr 3	Qtr 4
One Day advance Training program				
Two Days Residential Program				

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