

RECORD OF MY ACTIVITIES REPORT - (ROMAR)

Name _____ Week Ending _____

MINIMUM OBJECTIVE FOR THIS WEEK	MY WEEKLY GOAL	MON	TUES	WED	THURS	FRI	SAT	SUN	TOTAL
ASSOCIATES									
NEW EXPOSURES									
FOLLOWUPS/ 3-WAY CALLS									
BRIEFINGS/ PRESENTATIONS									
# PBRs CONDUCTED									
# NEW ASSOCIATES									
BONUSES/ OVERRIDES									

ROMAR RATIO		
CUMULATIVE TOTAL BROUGHT FORWARD	THIS WEEK'S TOTAL	NEW CUMULATIVE TOTAL
ASSOCIATES		
# New Exposures		
# New Associates		
Bonuses / Overrides		
MEMBERSHIPS		
# Presentations		
# Memberships Sold		
Commissions Earned		
Example: # New Exposures + # New Associates = Your Ratio		
# Players Club Points		

WEEKLY ACTIVITY CHECKLIST									
HPAs (HIGH PAYOFF ACTIVITIES)									
APPOINTMENTS SET									✓
PRESENTATIONS MADE									
# MEMBERSHIPS SOLD									
COMMISSIONS EARNED									
# PLAYERS CLUB POINTS									

REVIEWED my WEEKLY and MONTHLY GOALS & PLANS	
ACHIEVED my WEEKLY EXPOSURES GOAL	
ACHIEVED my WEEKLY PBR GOAL	
PARTICIPATED in WEEKLY CONFERENCE CALLS	
PROMOTED & ATTENDED the WEEKLY BUSINESS BRIEFING	
PROMOTED & ATTENDED the SYSTEMS TRAINING	
REGISTERED & PROMOTED for next SUPER SATURDAY or REGIONAL EVENT	
REGISTERED & PROMOTED for next TEAM EVENT	
REGISTERED & PROMOTED for next PPL CORPORATE CONVENTION	