

Measuring (Part 1):

The purpose of measuring is to _____.

To improve, you need to know where you _____ and where you _____.

Whatever you accurately _____ will improve.

You must become accountable for every _____ you come in contact with.
See the daily up sheet as a means for improving your personal sales.

What do we measure? :

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____

Analyze all the data you record to _____ and _____.