**Assessment Day**

**The Summary**

To identify whether we’re getting closer to our goals, it’s so important that we STOP & assess our results and our actions. You can run for miles & miles going east, but if your goal is to see the sunset, you’re headed in the wrong direction.

This module is consisting of an evaluation of the intensity with which you’ve been executing the action items that ultimately lead to success in this business. Essentially, this is a review on whether you are taking strides towards accomplishing your goals as a coach.

Assignment #1 – Self-Assessment

Vital Behaviors:

***On a scale of 1 to 10, how consistent have you been with your Beachbody workout, your meal plan and drinking Shakeology, 10 being VERY consistent and 1 being I haven’t even started yet.***

*1....2....3....4....5....6....7....8....9....10*

***On a scale of 1 to 10, how consistent have you been with reading at least 10 pages from your personal development book daily, 10 being VERY consistent and 1 being I haven’t even started yet.***

*1....2....3....4....5....6....7....8....9....10*

***On a scale of 1 to 10, how consistent have you been with posting to your social media pages, 10 being VERY consistent and 1 being I haven’t even started yet.***

*1....2....3....4....5....6....7....8....9....10*

***On a scale of 1 to 10, how consistent have you been with connecting with & inviting people to coaching or a challenge group, 10 being VERY consistent and 1 being I haven’t even started yet.***

*1....2....3....4....5....6....7....8....9....10*

**What are three things you can do to be more consistent with the vital behaviors?**

Milestones:

***Are you at Success Club?*** *Y / N*

***Are you an Emerald coach?*** *Y / N*

***Are you running a challenge group?*** *Y / N*

**What are three things you can do to accomplish these milestones within the next few days?**

Social Media:

***How many NEW followers do you have on Instagram? \_\_\_\_\_\_ (aprox)***

***How many NEW friends do you have on Facebook? \_\_\_\_\_\_\_ (aprox)***

*\*\* if you assess your effort, do these numbers feel low? If so, ask yourself & your upline, what can I do differently to accelerate the growth of my audience. Is my content good? Am I being honest with how much effort I’ve put in to growing my audience? Am I being consistent in sharing good value? Etc…*

**What are three things you can do to ensure you grow your audience at a quicker rate?**

Conversations:

***How many conversations have you started? \_\_\_\_\_\_\_\_***

***How many conversations have lead to an invite? \_\_\_\_\_\_\_\_***

***On a scale of 1 to 10, how good have you been at getting to “yes” through your conversations, 10 being VERY good and 1 being I haven’t even gotten a yes yet despite having dozens of conversations.***

*1....2....3....4....5....6....7....8....9....10*

*\*\* If you feel you are not getting to yes often enough, you must brainstorm ideas on how you can improve this area of your business. Are you having enough conversations? If so, but still not getting to yes often enough, is there anything you can do differently to ensure you get to yes? Where are you losing your prospects? Are you focusing on THEM and not your own goals? Is the video provided to you by the team adequate in sharing the value of a challenge group or do you need to consider making your own? What can you do different to get to yes more often?*

**What are three things you can do ensure you are getting to yes more often?**

# Required Check In:

**24 hours after completion of Social media growth hacks training:**

1. **Hand this document in to your upline & discuss results**