BAG | WEEKLY CADENCE · MC²

FOOTPRINT FRIDAYS

Share Progress. Drive Momentum. Win Together.

BY NOON

NAME **WEEK ENDING**

1 YOUR TOP 3 ACCOMPLISHMENTS THIS WEEK

The action: a call made, a proposal or estimate sent, or a program awarded.

	THE ACTION	BRAND / ACCOUNT	REVENUE	PROGRAM	DATE	SHOW / MARKET
1						
2						
3						

2 YOUR SIX BIGGEST ACCOMPLISHMENTS PLANNED FOR NEXT WEEK

Each one falls in one of three categories. Aim for two of each.

1 GETTING AHEAD OF THE SALE
Calls planned, a shop tour, a show walk

2 LEVERAGE COUNTERPARTS
Building coaches — agencies, show organizers, general contractors

3 SEND PAPER TO BUYERS
Proposals, estimates, and contracts in front of buyers

	CATEGORY	THE ACTION / DETAILS
1		
2		
3		
4		
5		
6		

3 1 GEM — SOMEONE WHO WENT THE EXTRA MILE

Recognize a teammate who went above and beyond for you or someone else.

TEAMMATE	WHAT THEY DID

Get ahead of the sale. Leverage industry counterparts. Know the revenue source.

Be intentional. Not active.