Insert this correction at page 98

Figure 6-1 Partially Completed Tracking Worksheet

GET CLIENTS NOW!™

Tracking Worksheet

Start Date: 10/02/06

Name: Lee Greenback

Weather Report (1-10 scale)	10/2	10/3	10/4	10/5	10/6	10/9	10/10	10/11	10/12	10/13	10/16	10/17	10/18	10/19	10/20	10/23	10/24	10/25	10/26	10/27
Mind	8	7	8	9	8															
Body	7	7	8	8	7															
Success Ingredients (% done)																				
1 mkt niche definition - 10/6	50	50	75	75	100															
2 10-second intro - 10/13	25	25	25	25	50															
3 3 networking venues - 10/20	0	0	0	33	33															
Daily/Weekly Actions (Y/N)																				
1 1/2 hour/day on SI project	N	N	y	y	y															
2 ltrs/e-mails to 6 people/wk	y	y	N	y	y															
3 warm calls to 2 prospects/day	y	y	y	y	N															
4 1 networking event/wk	y	y	y	y	y															
5 3 new referral partners/wk	y	y	y	y	y															
6 lunch/coffee w/colleague wkly	y	y	y	y	y															
7 3 message board posts/wk	y	y	y	y	y															
8 item to 3 colleagues/wk	y	y	y	y	y															
9 ask for referral 1/day	N	N	N	y	y															
10 visualize success daily	y	y	N	y	y															
Total (# of 10)	8	8	7	10	9															
Program Goal (% of target) 4 new clients	0	0	0	0	25															
Special Permission (Y/N) enough time for everything	y	y	N	y	y															