

## ABC Info Sheet

Sapphire Group		Referral		<input type="checkbox"/> Appointment Successful <input type="checkbox"/> Transacted/Joined
1. Basic Data:	Name:	Age:	Gender:	Industry:
	Telephone:	Mobile:		Occupation:

Family Status: Monthly Income: 2500 or less 2500~5000 5000+ Couples with double pay  
 Married  Single  Single parent family  Young children need care  Elders need to be taken care of  
 Age of children: Male \_\_\_ Female \_\_\_  
 Mutual respect  male dominant  female dominant  financially capable  financially stretched  
 Others: \_\_\_\_\_

Basic personality:  cheerful  enthusiastic  strong ability  strong business acumen  down to earth  self-righteous  
 likes making new friends  lack of self-confidence  not good at talking  loves to complain  content with life   
 have a sense of responsibility  loyal and honest  easily influenced  
 subjective  objective (multiple choice)  
 Others: \_\_\_\_\_

Relationship:  Relatives  Friends  Colleagues  Business Relations  Referred by others  Others \_\_\_\_\_  
 How close is your relationship:  Very close  Close  Normal  Not close  Stranger  
 Your influence and trustworthiness on him/her:  Very good  Good  Normal  Bad  Poor  
 Reason: \_\_\_\_\_

Current occupations:  Employee  Self-employed  Civil servant  Service Industry (incl freelancers)  jobless  other \_\_\_\_\_  
 previous experience: \_\_\_\_\_  
 Current work:  very satisfied  satisfied  normal  dissatisfied  very dissatisfied  career crossroads  seeking part-time jobs   
 seeking entrepreneurial opportunities  reasons: \_\_\_\_\_

2. My opinion and judgment of the C:  
 Opinion about Network Marketing:  Strongly agree  Agree  No opinion  Against  Is very opposed to, reason: \_\_\_\_\_  
 Opinion about a Side Job/Business:  Strongly agree  Agree  No opinion  Against  Is very opposed to, reason: \_\_\_\_\_  
 Disagreement / Argument: \_\_\_\_\_

3. Group Pre-meeting Discussion:  
 Product Experiences:  Did not experience the product  Willing to experience  Unwilling to experience  No opinion  
 Products to experience:  EVA CREAM  AQUA OLIVE  GRAPE SEED PLUS  B'FACTOR  MERRY BAR  
 Others: \_\_\_\_\_  
 Satisfaction:  Very satisfied  Satisfied  Normal  Dissatisfied  Very Dissatisfied  
 Any Improvements:  Hormones  Cardiovascular  Immune system  Slowed aging, boosted vitality  Strengthening muscles /  
 weight loss  Others: \_\_\_\_\_  
 Objections: \_\_\_\_\_

Business Angle: (Achievement level)  Member  3650 Starter Kit \_\_\_\_\_  
 Previously Discussed:  Future Trends  Business Opportunities and Markets  Company Background  Products  Rewards Plan  
 O5 System  Culture  
 Others: \_\_\_\_\_

Coordination:  Self-communication  Upline support \_\_\_\_\_  Sideline support \_\_\_\_\_  
 Others: \_\_\_\_\_  
 Appointment date: 1. / / 2. / / 3. / /

Lead Development Type:  OAA  OPP  ABC  Course: \_\_\_\_\_  Others: \_\_\_\_\_

Specific action steps:  Telephone invitation  Face-to-face communication  Upline assisted invitation  Direct invitation &  
 accompany to the meeting  
 Others: \_\_\_\_\_  
 Invitation Date: / / Follow-up Date: 1. / / 2. / / 3. / / 4. / / 5. / / 6. / / 7. / /