



## Coaching / Mentoring Application

### INTRODUCTION:

You have asked to begin a process that is personally designed to get you from where you are to where you want to be. This information is a starting point to help our coaches understand the current mindset that you have and to see where we can begin to get you moving towards your goal as soon as possible.

Please take the time to fill out all the questions; it will take some time to put all the answers together.

If you choose to print this out, please write as clearly as possible, when you fax this to our office, we will need to be able to read the responses.

Your first step in achieving your goals... have fun!

(Please Print Clearly)

First Name: \_\_\_\_\_ Last Name \_\_\_\_\_

Primary Contact Number: (    ) \_\_\_\_\_

Cell: (    ) \_\_\_\_\_

Wk (    ) \_\_\_\_\_

Contact # for Coaching Sessions: (    ) \_\_\_\_\_

**We want to make sure that we maximize our time and scheduling, can you share with us what times you would not be able to have coaching sessions?**

\_\_\_\_\_  
\_\_\_\_\_

Your Spouse's Name (if applicable): \_\_\_\_\_

Children: \_\_\_\_\_

\_\_\_\_\_



Birthday (Month/Day): \_\_\_\_\_

Your Home Address: \_\_\_\_\_

Suite / Apt#: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Fax: ( ) \_\_\_\_\_ Other: ( ) \_\_\_\_\_

Email Address: \_\_\_\_\_ Alt Email: \_\_\_\_\_

**Tell us about some of the experiences you have had in the past:**

If you are not a full timer Network marketer, what is your current employment (if it applies)?  
(Share some detail of the responsibilities that you deal with on a daily basis.)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Share any other positions or careers that you have had in the past that would help us to know more about you? (Please include dates)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

How much time have you spent in Network Marketing?(yrs, months) \_\_\_\_\_

How would you describe your efforts : Full-time or Part-time (**Circle one**)



Please name the different Network Marketing Companies starting with the most recent/current.

Name: \_\_\_\_\_ Date Start: \_\_\_\_\_

Name: \_\_\_\_\_ Date Start: \_\_\_\_\_

Name: \_\_\_\_\_ Date Start: \_\_\_\_\_

Name: \_\_\_\_\_ Date Start: \_\_\_\_\_

Please identify which days you most work your business?

Mon. Tues. Wed. Thurs. Fri. Sat. Sun

How many days do you work in your business? \_\_\_\_\_

What would be the total hours you spend in your HBB? \_\_\_\_\_

What are the time frames that you have set aside for working HBB?  
(Example: 11 a.m. to 6 p.m. Central Standard Time)

\_\_\_\_\_

How many hours a week do you spend prospecting?

- \_\_\_\_\_ Less than 1 hr weekly
- \_\_\_\_\_ More than 1hr less than 3hr
- \_\_\_\_\_ More then 3hr less then 5hr
- \_\_\_\_\_ 30min a day average
- \_\_\_\_\_ More then 30 min a day average

Explain what activities you are currently using: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



What would you say is your most often use prospecting method ?

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### **Your business information...**

How many people are in your person business? \_\_\_\_\_

How many are still active? \_\_\_\_\_

How many are in your overall business? \_\_\_\_\_

How many are still active? \_\_\_\_\_

How many did you personally recruit (frontline) last 6 months? \_\_\_\_\_

How many are still active? \_\_\_\_\_

How many have you personally recruited (frontline) total? \_\_\_\_\_

How many are still active? \_\_\_\_\_

Total income from your business in last 12 months \$ \_\_\_\_\_

Total income from your business in last 6 months \$ \_\_\_\_\_

Total income from your business in last 3 months \$ \_\_\_\_\_

**How much money did you spend last year to market your NWM business?**  
 (Please break down the following items as best you can.)

Leads: \$ \_\_\_\_\_

Samples: \$ \_\_\_\_\_

Company Events: \$ \_\_\_\_\_

Advertising including direct mail: \$ \_\_\_\_\_

Other (if it applicable) \_\_\_\_\_: \$ \_\_\_\_\_

Any additional expenses: \_\_\_\_\_: \$ \_\_\_\_\_

Travel Expenses: \$ \_\_\_\_\_

Total: \$ \_\_\_\_\_



In the past 12 months please list any trainings you have been to or spent money on to help you with your business:

Name of Program: \_\_\_\_\_ Date: \_\_\_\_\_

Name of Program: \_\_\_\_\_ Date: \_\_\_\_\_

Name of Program: \_\_\_\_\_ Date: \_\_\_\_\_

What type of prospecting and marketing systems do you use to generate retail sales and/or invite and recruit new people? (Please check all that apply.)

- \_\_\_\_\_ Approaching people (church, shopping malls, etc.)
- \_\_\_\_\_ Internet and email marketing
- \_\_\_\_\_ Pre-Approved Company marketing system
- \_\_\_\_\_ 3<sup>rd</sup> party generic marketing system
- \_\_\_\_\_ Telephone prospecting (warm call, cold calls, etc.)
- \_\_\_\_\_ Direct mail (letters, post cards, cassettes, etc.)
- \_\_\_\_\_ Buying leads
- \_\_\_\_\_ Others:
- \_\_\_\_\_ Explain: \_\_\_\_\_

What do people often say you're good at doing? \_\_\_\_\_

What are some of the things that you do for fun: (Activities you do for yourself, and/or do with your family.)



Now we would like you to share those talents that you do well, what are something's that you do that others wish they could do as well as you?

Please rate yourself on a scale from 1 (weak) to 10 (strong) on the following items:

- \_\_\_\_\_ Managing your time
- \_\_\_\_\_ Telling your companies story
- \_\_\_\_\_ Understanding the story of your company's products
- \_\_\_\_\_ Able to tell your sponsors' story
- \_\_\_\_\_ Able to tell your team story
- \_\_\_\_\_ Telling your personal story
- \_\_\_\_\_ Inviting people to a conference call
- \_\_\_\_\_ Inviting people to review a website
- \_\_\_\_\_ Current involvement in community activities and charities
- \_\_\_\_\_ Basic computer skills
- \_\_\_\_\_ Your ability to do public speaking
- \_\_\_\_\_ Internet surfing or researching
- \_\_\_\_\_ Using Email
- \_\_\_\_\_ Your ability to write (articles, stories, newsletters, sales letters, etc.)
- \_\_\_\_\_ Interviewing people (not prospects)
- \_\_\_\_\_ Your ability to teach or train people
- \_\_\_\_\_ Willingness to join and participate in business clubs and organizations
- \_\_\_\_\_ Creating joint ventures

Please check below the tools that you have available to provide professional presentations to your prospects about your products and/or your business.

- \_\_\_\_\_ 1 on 1 meeting / Coffee shop meetings flip chart or Power Point Presentation
- \_\_\_\_\_ Three to Five minute "sizzle" recorded messages (team or company)
- \_\_\_\_\_ Live Business Presentation Conference calls
- \_\_\_\_\_ Webinar based presentation
- \_\_\_\_\_ DVD's
- \_\_\_\_\_ Local Hotel meetings
- \_\_\_\_\_ In Home Business Briefings
- \_\_\_\_\_ Upline person sponsor or other for three-way calls
- \_\_\_\_\_ Product samples
- \_\_\_\_\_ Other (please name) \_\_\_\_\_
- \_\_\_\_\_ Other (please name) \_\_\_\_\_



**YOUR VISION PARTNERS, INC.**

What are the Flagship products and/or services that your company markets?

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What are the business-builder package start-up costs for someone interested in building a business with your company? (Give all ranges. Example: \$49, \$349 and \$1,000)

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**GOALS:**

What are 3 of the most important issues you want to focus on during your first 90 days of coaching?

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What are four of the important areas you want to accomplish over the next 12 months?

- A. \_\_\_\_\_
- B. \_\_\_\_\_
- C. \_\_\_\_\_
- D. \_\_\_\_\_



YOUR VISION PARTNERS, INC.

Please identify the specific goals you are willing to commit to and back up with action. (Note: You must be realistic when setting goals. If you earned \$200 USD a month last year, you're not likely to earn \$30,000 USD a month in the very near future.)

3 Month Goals

Monthly income: \$ \_\_\_\_\_
Personal Monthly Sales Volume \$ \_\_\_\_\_
Group Sales Volume \$ \_\_\_\_\_
Number of active business builders: \_\_\_\_\_
Personal Customers \_\_\_\_\_
Group Customers \_\_\_\_\_
Pin level \_\_\_\_\_
Other: \_\_\_\_\_

6 Month Goals

Monthly income: \$ \_\_\_\_\_
Personal Monthly Sales Volume \$ \_\_\_\_\_
Group Sales Volume \$ \_\_\_\_\_
Number of active business builders: \_\_\_\_\_
Personal Customers \_\_\_\_\_
Group Customers \_\_\_\_\_
Pin level \_\_\_\_\_
Other: \_\_\_\_\_

9 Month Goals

Monthly income: \$ \_\_\_\_\_
Personal Monthly Sales Volume \$ \_\_\_\_\_
Group Sales Volume \$ \_\_\_\_\_
Number of active business builders: \_\_\_\_\_
Personal Customers \_\_\_\_\_
Group Customers \_\_\_\_\_
Pin level \_\_\_\_\_
Other: \_\_\_\_\_

One Year Goals:



YOUR VISION PARTNERS, INC.

Monthly income: \$ \_\_\_\_\_  
 Personal Monthly Sales Volume \$ \_\_\_\_\_  
 Group Sales Volume \$ \_\_\_\_\_  
 Number of active business builders: \_\_\_\_\_  
 Personal Customers \_\_\_\_\_  
 Group Customers \_\_\_\_\_  
 Pin level \_\_\_\_\_

Other: \_\_\_\_\_

If we were to ask you over the past 3 months, what has been the biggest distraction keeping you from working as much as you would like in your business?

\_\_\_\_\_

In the past what were some of the things that you have done to keep your eye on the prize and your head in the game when you realized you were being distracted?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**COMMITMENTS:**

How many hours a week (average) will you commit to building your network marketing business? \_\_\_\_\_

How many hours a week (average) will you commit to making prospecting activities each week? \_\_\_\_\_

How many contacts are you willing to make each week? \_\_\_\_\_

How many complete presentations are you committed to do each week? \_\_\_\_\_



6009 West Parker Road • Suite 149-193 • Plano, TX 75093

YOUR VISION PARTNERS, INC.

We want to thank you for your times and the answer that you have shared with us. Our goal is to bring values and to help you get more of what you want. Again, please take the time to fill this out as completely as you can, it will help us to get a better understanding of where you are and where you want to go.

Now if you just can not find the answers, then please put that, so we know you did not miss the question.

When completed, (email would be best) please send to [michelle.murphy@yourvisionpartners.com](mailto:michelle.murphy@yourvisionpartners.com) .

If you decided to fax, please send to Michelle at: 972-767-4115

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[www.yourvisionpartners.com](http://www.yourvisionpartners.com)