

FORWARD PROGRESS

Growing your business beyond the Vision

MY IDEAL 40 – ID40 – SOCIAL JACK SCORING VERSION - EXAMPLE

	Top 5 (50 Points)	Next Top 10 (25 Points)	Next Top 25 (10 Points)
3	Steve Cappa = 50 * 3 = 150	Lenny Potts	Betsy Williams
3	John Smith = 50 * 3 = 150	Ken Tuvill	Karen Rubens
5	Holly Crane = 50 * 5 = 250	Jim Stevens	John Franks
1	Sally Johns = 50 * 1 = 50	Karen Bell	Kim Parks
2	Max Burgess = 50 * 2 = 100	Desiree Kent	Joe Zuba
		John Warrent	
		Liam Trent	
		Pete Miller	
		Jan Olsher	
		Lillian Martins	
	TOTAL OF TOP 5 = 700	TOTAL OF NEXT TOP 10 =750	TOTAL OF NEXT TOP 25 = 500

**SAMPLE
CALCULATION**

RAPPOR, MUTUALITY AND RELATIONSHIP FREQUENCY FACTOR:
USE THE MULTIPLIER BASED ON LEVEL OF RELATIONSHIP AND RAPPOR.

*0 – NEVER – LITTLE OR NO TOUCH - NOT SURE WHERE WE ARE AT (WIPES OUT VALUE)

*1 = BARELY CONNECT – NO MUTUALITY - LOW TOUCH - THEY KNOW ME BUT NOT SURE OF TRUST LEVEL

*2 = COUPLE TIMES A YEAR – THEY KNOW ME AND TRUST ME – LOW MUTUALITY – LOW TOUCH - REFERS ME ONCE IN A WHILE

*3 = SEVERAL TIMES A YEAR – BETTER CONNECTION - SOME MUTUALITY - MODERATE TOUCH AND HIGHER RELIABILITY FACTOR

*4 = MONTHLY REFERRALS –SOME MUTUALITY - HIGER TOUCH - TRUST AND REFERS ME OFTEN

*5 = WOULD DO ANYTHING FOR ME – VERY MUTUAL – HIGH TOUCH - REFERS ME ALL THE TIME!)

YOUR ID40 SOCIAL JACK SCORE = 1,950