

Northern Regional Challenge Documentation Form  
2020 Northern Regional  
January 1, 2020 – April 25, 2020

Please PRINT or TYPE clearly. Incomplete or illegible submissions will not be accepted.

Name:  
Phone:  
Email:  
9-Digit UFO ID:

Requirements: The Northern Regional Challenge applicable dates are January 1, 2020 – April 25, 2020.

Submit the following information to receive credit for completing the Challenge:

1. Purchase three tickets to the 2020 Northern Regional Convention - Provide ticket numbers: \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_
2. Create a possibilities list of a minimum of 100 people in order to schedule appointments to present the UnFranchise Business to at least two qualified prospects per week using the Evaluation Approach with the No Decision Close. (Please attach your possibilities list to this form.)
3. Personally sponsor two new qualified UnFranchise Owners.

Name: \_\_\_\_\_

ID Number: \_\_\_\_\_

Home Presentation Date/Location: \_\_\_\_\_

Name: \_\_\_\_\_

ID Number: \_\_\_\_\_

Home Presentation Date/Location: \_\_\_\_\_

Name: \_\_\_\_\_

ID Number: \_\_\_\_\_

Home Presentation Date/Location: \_\_\_\_\_

4. Use Trial-Sized Marketing with 14 potential customers. Download the Trial-Sized Marketing Tracking Sheets from [unfranchise.com](http://unfranchise.com) – support materials
5. Purchase two tickets to the 2020 International Convention - \_\_\_\_\_,  
\_\_\_\_\_  
Attach a copy of proof of purchase or a screenshot from your Master UFO report (Event tickets)
6. Bring your dream board to the 2020 Northern Regional Convention (or take a picture of your dream board and post it in the MA Northern Region Facebook page.
7. Create 1600 of BV worth of exclusive Market America products. Take a screenshot from your Master UFO page for the first quarter and through April 25<sup>th</sup> for the second quarter.
8. Generate 300 IBV through your SHOP.COM site at Partner Stores, SHOP Local and One-Cart stores. Any combinations of purchases are acceptable as long as all purchases happen within the timeframe of this challenge. (Personal Orders/ Preferred Customer Orders). Take a screenshot from your Master UFO page for the first quarter and through April 25<sup>th</sup> of the second quarter.
9. Attend:

	Date	Trainer
New UnFranchise Training	_____	_____
Basic 5 Training	_____	_____
10. Listen to 18 audios from the Market America audio download series within the UnFranchise.com or from the UnFranchise Media App. Use the attached Audio training sheets to document.
11. Host or conduct two (2) product previews with two (2) or more guests.

Date: \_\_\_\_\_ UFO Hosting the Product Preview \_\_\_\_\_

12. Host or conduct two (2) Home Business Presentations (HBP) with two (2) or more guests. Post a picture on the Northern Regional Facebook page (MA Northern Regional FB Group).

Date: \_\_\_\_\_ UFO Hosting the HBP \_\_\_\_\_

Market America Weekly Audio Tracker:

Audio Name:

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Lessons Learned:

1) \_\_\_\_\_

2) \_\_\_\_\_

Audio Name:

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Lessons Learned:

1) \_\_\_\_\_

2) \_\_\_\_\_

Audio Name:

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Lessons Learned:

1) \_\_\_\_\_

2) \_\_\_\_\_

Audio Name:

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Lessons Learned:

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Audio Name: \_\_\_\_\_

Lessons Learned:

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