



DYB SCOREBOARD

DYB SCOREBOARD	January	February	March	April	May	June	July	August	September	October	November	December
Revenue												
Benjamin Moore "Won" Jobs												
GP%												
NP%												
Net Cashflow Balance												
Accounts Receivable												
Auto Drip												

Family	GOALS	January	February	March	April	May	June	July	August	September	October	November	December
Spouse's Score: 1-10													
Date Nights													
1-1 with Kid(s)													
Family vacations													

Health	GOALS	January	February	March	April	May	June	July	August	September	October	November	December
Avg Hours of Sleep													
Exercise (1-10)													
Diet (1-10)													

5 Friends	GOALS	January	February	March	April	May	June	July	August	September	October	November	December
My Average Score													

CANI	GOALS	January	February	March	April	May	June	July	August	September	October	November	December
Books Read													
Top Takeaway													
2nd Takeaway													
3rd Takeaway													

Top 10 Revenue Sources (CRM)	GOALS	January	February	March	April	May	June	July	August	September	October	November	December
1													
2													
3													
4													
5													
6													
7													
8													
9													
10													

SALES	GOALS	January	February	March	April	May	June	July	August	September	October	November	December
Average Sale													
Sales Needed													
Close Ratio													
Leads / Month													
Leads / Week													
Leads / Day													

Job Profitability Report	GOALS	January	February	March	April	May	June	July	August	September	October	November	December
Total Job hours completed													
Total Job hours bid													
Difference													

Step 1 All-Star Team	GOALS	January	February	March	April	May	June	July	August	September	October	November	December
Team Meetings													
Daily GroupMe Greetings													

Step 2 3P's	GOALS	January	February	March	April	May	June	July	August	September	October	November	December
How many jobs were 3P's													

Step 3 Own 1st Pg of Google	GOALS	January	February	March	April	May	June	July	August	September	October	November	December
G Reviews													
NAP's													
Blogging													

Step 5 ABC's of Sales	GOALS	January	February	March	April	May	June	July	August	September	October	November	December
BNI													
Chamber													
Rotary													
Other Associations													
1-1's													
Handwritten Note Cards													

Step 6 ABA's	GOALS	January	February	March	April	May	June	July	August	September	October	November	December
iClass													
Club 50													
Cookies													
Paint It Forward													
Facebook Contest													
Warranties Serviced													
Community Spotlights													
Handwritten Note Cards													
Remarkable Presentations													
Charity Paintball Championship													
Young Entrepreneur Scholarship (Y.E.S.)													

Step 7 Sales Process	GOALS	January	February	March	April	May	June	July	August	September	October	November	December
Estimates on the spot													
Great Experience Question													
Asking for job													
Asking why you													
Handwritten Note Cards													
How many open estimates (CRM)													
Follow ups													

Step 8 Video Testimonials	GOALS	January	February	March	April	May	June	July	August	September	October	November	December
Total Asked													
Total Video Testimonials													

Step 9 Stay T.O.M.	GOALS	January	February	March	April	May	June	July	August	September	October	November	December
Facebook post (4 day)													
Phone Calls (2 day)													
SOC sent (4 year)													
SOC list total													
Emails (ABA)													

"You master what you measure"