

## ***Team-Building Layering Chart***

Use the chart below to track the different ways you layer your customers with service and team-building information.  
Remember, not all customers respond to the same approach.

	<b>Name</b>	<b>Uses the product</b>	<b>Is a hostess</b>	<b>Is a preferred hostess</b>	<b>Has a team-building packet</b>	<b>Listened to the 5-minute marketing plan</b>	<b>Attended a guest event</b>	<b>Been interviewed</b>	<b>Given an answer</b>
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