



*Your support forever,  
Jim and Sharole Beckman*

## Keeping Score.

You determine what “winning” means in your games. But how do you know if you are?

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### How do you know if you are winning your game?

Do you play cards? Golf? Do you watch college or professional sports? What is common about all of those games? Score. The score is the measurement of performance and accomplishment. [There is another level of measurement that indicates how well the performance is executed that we refer to as statistics - another subject.] In those types of games there is a winner and a loser (or some sequence of scores less than the winner). The trends in statistics and scores point to where corrections need to be designed and implemented (more batting practice, trade a player, hold the club differently...) and support predictions of future performance. All professionals review their performance to see where they need improvement, and then get coaching to make the improvements.

Businesses keep score to see how they are doing in relation to a goal that was set – a business plan. In business, score and statistics (revenues, profits, expenses, etc) are kept and displayed to monitor growth and profitability. There is the comparison of month-to-month and year-to-year that shows progress in building the business. They also compare themselves against competitors. We are going to keep score, too, but not to see how we are doing against the other guy. It is to keep us motivated and keep us on track in the game we've declared.

We're playing a game, so let's keep score, get some coaching, practice more and improve.

Executive Director Paulette Magaw, Convention 2008, said in a presentation:

*In spotting and developing leadership, monitor performance.*

*When performance is measured, performance improves.*

*When performance is measured and reported, the rate of performance accelerates.*

*When performance is measured, reported and rewarded, improvement is optimized.*

### Keep score for your business

You, as a business, must keep score as you engage in your games. Not to compare with other people (See our “Pitfalls” coaching document). You are not up against other people. There is no risk of losing to someone. This business is your own game. You can play in parallel with others as mutual support, but it is your own game – There are no losers.

Play your game and keep score along the way – compare with your checklist and milestones – and see how you are doing. Don't worry about not making a home run right off the bat (so to speak). Don't worry, feel bad, make yourself wrong or be discouraged about being short of your desired score. Use the score and your other statistics (your Daily Plan). See where you are “off”, and if necessary get some coaching to see what's missing and revise your practices.

“Game Over” can be defined by the clock or calendar (like the end of the day, or month or year). Or you could define an income level or number of registrations as the game over point, without reference to time. (Refer to our “Create a Game” coaching document.) There are measurable outcomes that you intend to produce by certain times, or dates. Some games are short – like your daily game that you design and play for a day that is a part of a monthly game that is a part of a quarterly game that is a part of a yearly game that is a part of a decade game that is a part of your life game. Regardless, you must keep score to see if you are on track or not.

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Use Melaleuca's "7 Critical Activities" as a guide to creating a daily plan and score card. We've done that, actually. **Refer to our "Daily Success Plan" to assist you in ensuring you are engaging in the right activities that will ensure that you win your games.**

### What if you are not winning your game?

What if you see you are not on track? If you were a pilot of a plane and you determined that you were not on the planned route, what would you do? YOU'D IMMEDIATELY DESIGN, AND THEN EXECUTE, CORRECTIVE ACTION! Or risk crashing. Of course you'd only know if you are off route if you were keeping track of where you are. That is, keeping score.

Your business game being off course not have mortal consequences like a plane crash may have. The "crash" or losing of a game that you have designed as a means of sourcing the life you are designing means you will not create that life. If you are committed to the life you are designing YOU MUST IMMEDIATELY TAKE CORRECTIVE ACTION.

### Why do you not keep score?

Let's be perfectly blunt: If you are not keeping score, you aren't serious about what you are up to. If you are not keeping score, why not? If you are serious about your business and about creating the life you are designing, you'll get to the bottom of why you don't, put in a correction at that level, and get to keeping score. If you are not keeping score, then you are letting "c'est la vie" and shrugged shoulders attitudes rule your life. As time goes on you will regret it.

Are you *afraid* to keep score? Like someone is going to judge you if you fail to do what you said you'd do? (You could be your biggest critic – watch out!). If you fail to make your score will you look bad? Is there something left over from your childhood that sounds like "grades don't mean anything – they're not a measure of how smart a person really is"? Maybe not. But they do point to where corrective action can be taken in the attainment of some goals.

Failing to keep score is failing to monitor the progress of your plan. A plan without intentional action and scoring is only wishful thinking, or big talk. Are you "all talk and no action"? Or as we say here in Texas "all hat and no cattle". (believe me, I've spent a whole lot of time on talk and no action)

### Why you should – MUST – keep score

That's all there is about keeping score: It is your personal instrument panel to tell you if you are on your chosen course or not so you can design and take corrective action. Comparing where you are in the course of your game to where you said you will be and taking corrective action. Corrective action is taken based on the information provide by the score and the statistics.

### Corrective Action

Look at your Daily Game Plan forms for the last several days or weeks or months. What are the trends? Where is it that you do really well? Where is it that you are not doing well? Not enrolling

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people to register? If you are giving plenty of presentations, then perhaps the correction needs to be in the presentation. If you have few appointments for presentations, then that is where the correction needs to be put in – get coaching in, and practice, making invitations and appointments to give presentations. If you are continuing to not do well in some critical business success activity, are you asking for coaching? Perhaps that is the corrective action you must put in.

Reading these and other coaching documents are part of your actions that support your success. So this activity is a corrective action.