



The 7 Day Action Plan

Based on the presentation by **Kerry Dean**
at IGC Indianapolis, 2011

An intensive growth initiative for Xocai Distributors working to advance their business with reported and focused effort and activity.

A 7-day program running for a 6-week period.

To be implemented in connection with an accountability Action Group, with basic leadership, integrity, service and commitment operating as the key principles of the group.

See first two pages for Action Group overview and concepts.

Adjusted to fit our group June 2011



Pre-requisites for an Action Group

1. 3 – Bus. Centres & Rank Autoship
2. Goals, Personal Statement and Dreamboard - HARDCOPY
3. Memory Jogger/Pipeline 200+ names
4. 3-way calling and SKYPE
5. Read an industry “training” book/CD within the last month.
6. Establish your “Up-Line” support team.

Areas of Work in the Action Group

1. Energy and Focus
2. Personal Growth
3. New Business Development
4. Business Maintenance
5. Relationship Strengthening
6. “Plug-in” Training

Basic “Rules” of the Action Group

1. 30 min group call once a week (rotate “hosting” responsibility among members)
2. 5 min “check-in” every day (same host as above #1)
3. Check-in call has only 2 answers: Is your homework done? YES/NO.
4. There is no discussion during check-in calls.
5. Group members agree to be honest, tactful and available to each other.
6. Each member is developing leadership skills as well as their business.

7 Habits to Apply *(Stephen R. Covey)*



Personal Management:

1. Be Pro-Active (use your R&I – Resourcefulness and Initiative)
2. Begin with the END in mind (clear powerful vision)
3. Put 1st things 1st (NOT 1st things 2nd or 2nd things 1st)

Team Management:

4. Think “Win-Win”
5. Seek first to understand... THEN to be understood
6. Synergise
7. Sharpen the saw (evaluate, refine and tweak)



Day 1-1 (2 ½ hrs)

Action	Time	Done	Notes
1. ENERGY & FOCUS Power Purpose	15min		
2. PERSONAL GROWTH List Personal Achievements and choose 10 that will help you in business.	15min		<hr/> <hr/> <hr/> <hr/> <hr/>
3. NEW BUSINESS DEVELOPMENT Book time with UpLine/Support Member to make 3-way, Follow-up or Shadow calls this week.	10min		Person, Date & Time _____ <hr/> <hr/>
4. Create and tweak this list until your scheduled appointment	20min		<hr/> <hr/> <hr/> <hr/>
5. RELATIONSHIPS Send TWO Gratitude Cards today. 1 related to your business 1 NOT related to your business.	30min		<hr/> <hr/>
6. PLUG-IN/TRAINING Listen to an Opportunity Call WITH A GUEST. (either archived, in person or webinar.)	1 hr		Event _____ Guest _____

Day 1-2 (2 ½ hrs)

Action	Time	Done	Notes
1. ENERGY & FOCUS Power Purpose	15min		
2. PERSONAL GROWTH List Personal Strengths and choose 10 that will help you in business.	15min		_____ _____ _____ _____
3. MAINTAIN BUSINESS Go through Graphical/Enrollment Trees, beginning at the bottom.	10min		_____ _____
4. Make a list of 8 people you will call to re-connect with, re-engage or give customer service to. It's about THEM! Practice listening. (RELATIONSHIPS)	20min		_____ _____ _____ _____
5. Call 3 of these with your Support Team. (GREAT for Team Intros.)	30min		_____ _____ _____
6. Call 5 of these on your own.	1 hr		_____ _____ _____ _____

Day 1-3 (2 hrs)

Action	Time	Done	Notes																									
<p>1. ENERGY & FOCUS Power Purpose</p>	15min																											
<p>2. PERSONAL GROWTH List 10 things you love about your business.</p>	15min		<hr/> <hr/> <hr/> <hr/> <hr/>																									
<p>3. NEW BUSINESS DEVELOPMENT Book an event for YOURSELF and create an Invite List of 40 or more. Generate an Event Plan along w/ attendance goals and event overview.</p>	<p>10min</p> <p>20min</p>		<p>Event Title, Date, Time and Location</p> <hr/> <hr/> <p>Guest Speaker _____</p> <p>Event Plan complete <input type="checkbox"/></p>																									
<p>4. MAINTAIN BUSINESS Look through your Graphical and Enrollment Trees and identify your 5 “hot spots”. Then call them and let them know you want to work with and help them. “How can I help?” (RELATIONSHIPS)</p> <p>5. NOTE* If you don’t have 5 “hot spots” spend the extra time in follow-up calls with your hottest PERSONAL Business Prospects.</p>	1 hr		<table border="0"> <thead> <tr> <th data-bbox="1097 853 1180 882">Name</th> <th data-bbox="1280 853 1348 882">Rank</th> <th data-bbox="1383 853 1450 882">Goal</th> <th data-bbox="1483 853 1682 882">Current Left QV</th> <th data-bbox="1715 853 1831 882">Right QV</th> </tr> </thead> <tbody> <tr><td>_____</td><td></td><td></td><td></td><td></td></tr> <tr><td>_____</td><td></td><td></td><td></td><td></td></tr> <tr><td>_____</td><td></td><td></td><td></td><td></td></tr> <tr><td>_____</td><td></td><td></td><td></td><td></td></tr> </tbody> </table>	Name	Rank	Goal	Current Left QV	Right QV	_____					_____					_____					_____				
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Day 1-6 (2 ¾ hrs)

Action	Time	Done	Notes
1. ENERGY & FOCUS Power Purpose	15min		
2. MAINTAIN BUSINESS Using your Day records, and your Tally Sheet, complete your Activity Tracking Sheet.	30min		
3. RELATIONSHIPS/PLUG-IN/TRAINING Do 3-way or Shadow Calls as someone's support team.	1 hr		Distributor _____ Number of Calls <input type="text"/>
4. NEW BUSINESS DEVELOPMENT Confirm with those you've invited to events/meetings already if the timing is right to do that today.	½ hr		Number Contacted <input type="text"/> Attending <input type="text"/> NOT Attending <input type="text"/> MAYBE <input type="text"/>
5. Email, Call or Hand-out invitations to your upcoming event! USE YOUR LIST!	½ hr		# of Invites Given <input type="text"/>

Day 1-7 (15 minutes)

Action	Time	Done	Notes
1. ENERGY & FOCUS Power Purpose	15min		
2. RELATIONSHIPS/PERSONAL GROWTH REST and Recharge	NA		

Day 2-1 (2 ½ hrs)

Action	Time	Done	Notes
1. ENERGY & FOCUS Power Purpose	15min		
2. PERSONAL GROWTH Choose 2 TRUE Affirmations. Write them out 16 times each.	15min		_____ _____ _____ _____
3. NEW BUSINESS DEVELOPMENT Book time with UpLine/Support Member to make 3-way, Follow-up or Shadow calls this week.	10min		Person, Date & Time _____ _____ _____
4. Create and tweak this list until your scheduled appointment	20min		_____ _____ _____
5. RELATIONSHIPS Send TWO Gratitude Cards today. 1 related to your business 1 NOT related to your business.	30min		_____ _____
6. PLUG-IN/TRAINING Listen to an Opportunity Call WITH A GUEST. (either archived, in person or webinar.)	1 hr		Event _____ Guest _____

Day 2-2 (2 ½ hrs)

Action	Time	Done	Notes
1. ENERGY & FOCUS Power Purpose	15min		
2. PERSONAL GROWTH Write out your 2 TRUE Affirmations 16 times each.	15min		
3. MAINTAIN BUSINESS Go through Graphical/Enrollment Trees, beginning at the bottom.	10min		_____
4. Make a list of 8 people you will call to re-connect with, re-engage or give customer service to. It's about THEM! Practice listening. (RELATIONSHIPS)	20min		_____
5. Call 3 of these with your Support Team. (GREAT for Team Intros.)	30min		_____
6. Call 5 of these on your own.	1 hr		_____

Day 2-3 (2 hrs)

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Day 2-7 (15 minutes)

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1. ENERGY & FOCUS Power Purpose	15min		
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Day 3-1 (2 ½ hrs)

Action	Time	Done	Notes
1. ENERGY & FOCUS Power Purpose	15min		
2. PERSONAL GROWTH Choose 2 TRUE Affirmations. Write them out 16 times each.	15min		_____ _____ _____ _____
3. NEW BUSINESS DEVELOPMENT Book time with UpLine/Support Member to make 3-way, Follow-up or Shadow calls this week.	10min		Person, Date & Time _____ _____ _____
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5. RELATIONSHIPS Send TWO Gratitude Cards today. 1 related to your business 1 NOT related to your business.	30min		_____ _____
6. PLUG-IN/TRAINING Listen to an Opportunity Call WITH A GUEST. (either archived, in person or webinar.)	1 hr		Event _____ Guest _____

Day 3-2 (2 ½ hrs)

Action	Time	Done	Notes
1. ENERGY & FOCUS Power Purpose	15min		
2. PERSONAL GROWTH Write out your 2 TRUE Affirmations 16 times each.	15min		
3. MAINTAIN BUSINESS Go through Graphical/Enrollment Trees, beginning at the bottom.	10min		_____
4. Make a list of 8 people you will call to re-connect with, re-engage or give customer service to. It's about THEM! Practice listening. (RELATIONSHIPS)	20min		_____
5. Call 3 of these with your Support Team. (GREAT for Team Intros.)	30min		_____
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Day 3-3 (2 hrs)

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1. ENERGY & FOCUS Power Purpose	15min		
2. PERSONAL GROWTH Write out your 2 TRUE Affirmations 16 times each.	15min		
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Day 3-7 (15 minutes)

Action	Time	Done	Notes
1. ENERGY & FOCUS Power Purpose	15min		
2. RELATIONSHIPS/PERSONAL GROWTH REST and Recharge	NA		

Day 4-1 (2 ½ hrs)

Action	Time	Done	Notes
1. ENERGY & FOCUS Power Purpose	15min		
2. PERSONAL GROWTH Choose 2 TRUE Affirmations. Write them out 16 times each.	15min		_____ _____ _____ _____
3. NEW BUSINESS DEVELOPMENT Book time with UpLine/Support Member to make 3-way, Follow-up or Shadow calls this week.	10min		Person, Date & Time _____ _____ _____
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6. PLUG-IN/TRAINING Listen to an Opportunity Call WITH A GUEST. (either archived, in person or webinar.)	1 hr		Event _____ Guest _____

Day 4-2 (2 ½ hrs)

Action	Time	Done	Notes
1. ENERGY & FOCUS Power Purpose	15min		
2. PERSONAL GROWTH Write out your 2 TRUE Affirmations 16 times each.	15min		
3. MAINTAIN BUSINESS Go through Graphical/Enrollment Trees, beginning at the bottom.	10min		_____
4. Make a list of 8 people you will call to re-connect with, re-engage or give customer service to. It's about THEM! Practice listening. (RELATIONSHIPS)	20min		_____
5. Call 3 of these with your Support Team. (GREAT for Team Intros.)	30min		_____
6. Call 5 of these on your own.	1 hr		_____

Day 4-3 (2 hrs)

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Day 4-6 (2 ¾ hrs)

Action	Time	Done	Notes
1. ENERGY & FOCUS Power Purpose	15min		
2. PERSONAL GROWTH Write out your 2 TRUE Affirmations 16 times each.	15min		
3. MAINTAIN BUSINESS Using your Day records, and your Tally Sheet, complete your Activity Tracking Sheet.	15min		
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6. Email, Call or Hand-out invitations to your upcoming event! USE YOUR LIST!	½ hr		# of Invites Given <input type="text"/>

Day 4-7 (15 minutes)

Action	Time	Done	Notes
1. ENERGY & FOCUS Power Purpose	15min		
2. RELATIONSHIPS/PERSONAL GROWTH REST and Recharge	NA		

Day 5-1 (2 ½ hrs)

Action	Time	Done	Notes
<p>ENERGY & FOCUS</p> <p>1. Power Purpose</p>	15min		
<p>PERSONAL GROWTH</p> <p>2. Choose 2 TRUE Affirmations. Write them out 16 times each.</p>	15min		<hr/> <hr/> <hr/> <hr/>
<p>NEW BUSINESS DEVELOPMENT</p> <p>3. Book time with UpLine/Support Member to make 3-way, Follow-up or Shadow calls this week.</p> <p>4. Create and tweak this list until your scheduled appointment</p>	10min		<p>Person, Date & Time _____</p> <hr/> <hr/> <hr/> <hr/>
<p>RELATIONSHIPS</p> <p>5. Send TWO Gratitude Cards today. 1 related to your business 1 NOT related to your business.</p>	30min		<hr/> <hr/>
<p>PLUG-IN/TRAINING</p> <p>6. Listen to an Opportunity Call WITH A GUEST. (either archived, in person or webinar.)</p>	1 hr		<p>Event _____</p> <p>Guest _____</p>

Day 5-2 (2 ½ hrs)

Action	Time	Done	Notes
<p>ENERGY & FOCUS</p> <p>1. Power Purpose</p>	15min		
<p>PERSONAL GROWTH</p> <p>2. Write out your 2 TRUE Affirmations 16 times each.</p>	15min		
<p>MAINTAIN BUSINESS</p> <p>3. Go through Graphical/Enrollment Trees, beginning at the bottom.</p>	10min		<hr/> <hr/>
<p>4. Make a list of 8 people you will call to re-connect with, re-engage or give customer service to. It's about THEM! Practice listening. (RELATIONSHIPS)</p>	20min		<hr/> <hr/> <hr/> <hr/>
<p>5. Call 3 of these with your Support Team. (GREAT for Team Intros.)</p>	30min		<hr/> <hr/> <hr/>
<p>6. Call 5 of these on your own.</p>	1 hr		<hr/> <hr/> <hr/> <hr/> <hr/>

Day 5-3 (2 hrs)

Action	Time	Done	Notes																														
<p>1. ENERGY & FOCUS Power Purpose</p>	15min																																
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Day 5-6 (2 ¾ hrs)

Action	Time	Done	Notes
1. ENERGY & FOCUS Power Purpose	15min		
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Day 5-7 (15 minutes)

Action	Time	Done	Notes
1. ENERGY & FOCUS Power Purpose	15min		
2. RELATIONSHIPS/PERSONAL GROWTH REST and Recharge	NA		

Day 6-1 (2 ½ hrs)

Action	Time	Done	Notes
1. ENERGY & FOCUS Power Purpose	15min		
2. PERSONAL GROWTH Choose 2 TRUE Affirmations. Write them out 16 times each.	15min		_____ _____ _____ _____
3. NEW BUSINESS DEVELOPMENT Book time with UpLine/Support Member to make 3-way, Follow-up or Shadow calls this week.	10min		Person, Date & Time _____ _____ _____
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Day 6-2 (2 ½ hrs)

Action	Time	Done	Notes
1. ENERGY & FOCUS Power Purpose	15min		
2. PERSONAL GROWTH Write out your 2 TRUE Affirmations 16 times each.	15min		
3. MAINTAIN BUSINESS Go through Graphical/Enrollment Trees, beginning at the bottom.	10min		_____
4. Make a list of 8 people you will call to re-connect with, re-engage or give customer service to. It's about THEM! Practice listening. (RELATIONSHIPS)	20min		_____
5. Call 3 of these with your Support Team. (GREAT for Team Intros.)	30min		_____
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Day 6-3 (2 hrs)

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1. ENERGY & FOCUS Power Purpose	15min		
2. PERSONAL GROWTH Write out your 2 TRUE Affirmations 16 times each.	15min		
3. MAINTAIN BUSINESS Using your Day records, and your Tally Sheet, complete your Activity Tracking Sheet.	15min		
4. RELATIONSHIPS/PLUG-IN/TRAINING Do 3-way or Shadow Calls as someone's support team.	1 hr		Distributor _____ Number of Calls <input type="text"/>
5. NEW BUSINESS DEVELOPMENT Confirm with those you've invited to events/meetings already if the timing is right to do that today.	½ hr		Number Contacted <input type="text"/> Attending <input type="text"/> NOT Attending <input type="text"/> MAYBE <input type="text"/>
6. Email, Call or Hand-out invitations to your upcoming event! USE YOUR LIST!	½ hr		# of Invites Given <input type="text"/>

Day 6-7 (15 minutes)

Action	Time	Done	Notes
1. ENERGY & FOCUS Power Purpose	15min		
2. RELATIONSHIPS/PERSONAL GROWTH REST and Recharge	NA		



Be sure to use
www.TheGlobalPartnersGroup.com

Training Tools

(Under the Getting Started tab)
where you will find
printable versions of the

Memory Jogger

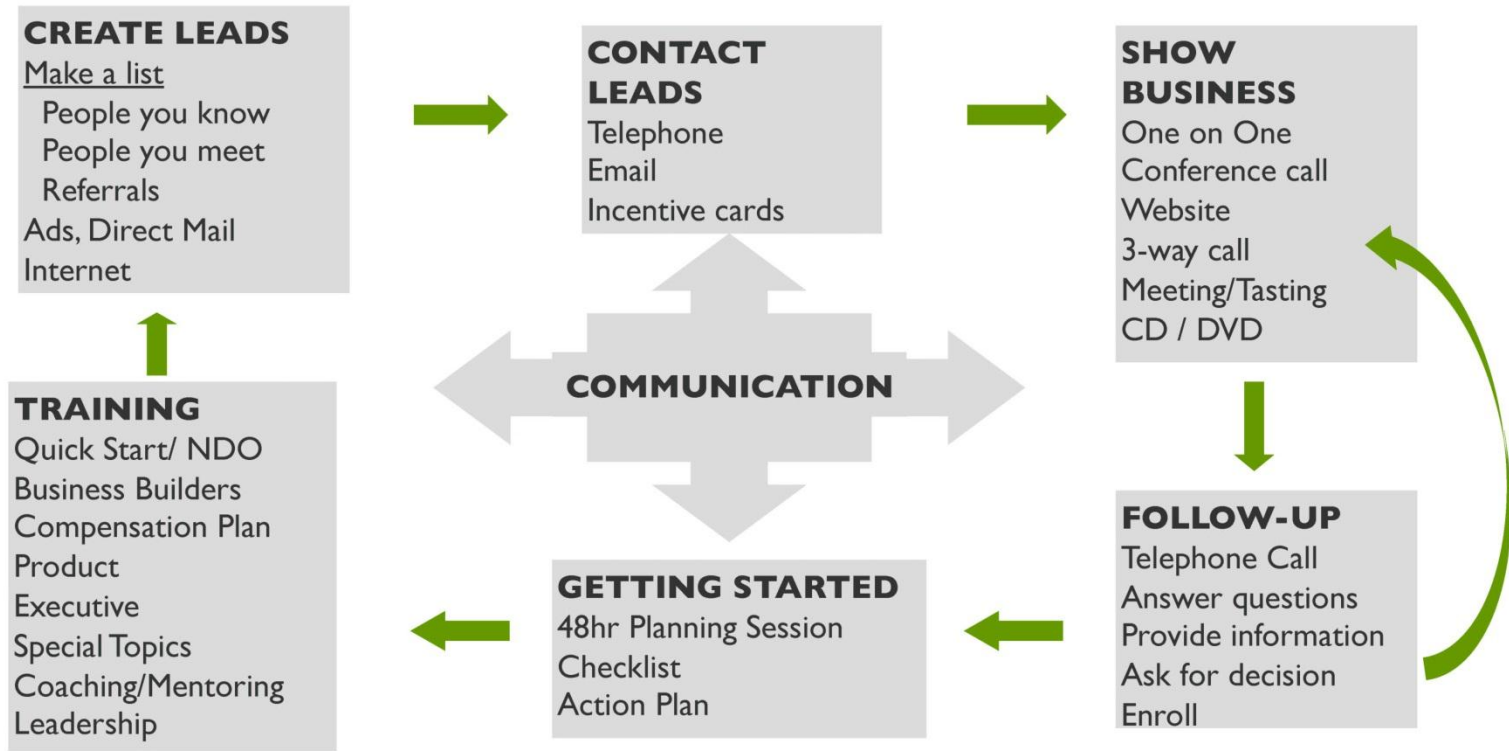
Recruiting Scripts

Advancement Planning

Weekly Activity Tracking Sheet



Success System Flow Chart



Rank Qualifications

ROYAL RANKS

- **ROYAL** | Qualify by personally sponsoring an Associate on your left and right legs.
- **ROYAL 500** | 500 QV in your lesser volume leg in a given two-week period ■ Earn a 10% Infinity Bonus on the volume in your weak leg.
- **ROYAL 1K** | 1,000 QV in your lesser volume leg in a given two-week period ■ Earn a 10% Infinity Bonus on the volume in your weak leg.

EXECUTIVE RANKS

- **EXECUTIVE** | 2,000 QV in your lesser volume leg plus a minimum of 2 personal enrollment tree legs that include an active Royal 500 or higher in each leg in a given two-week period ■ Earn a 10% Infinity Bonus on the volume in your weak leg up to a maximum Infinity Bonus of \$10,000/week ■ Earn Executive Generation Bonus on **first** generation of executives in your Enrollment Tree.
- **BRONZE EXECUTIVE** | 5,000 QV in your lesser volume leg plus a minimum of 2 personal enrollment tree legs that include an active Royal 1K or higher in each leg in a given two-week period ■ Earn a 10% Infinity Bonus on the volume in your weak leg up to a maximum Infinity Bonus of \$10,000/week ■ Earn Executive Generation Bonus on **second** generation of executives in your Enrollment Tree.
- **SILVER EXECUTIVE** | 10,000 QV in your lesser volume leg plus a minimum of 2 personal enrollment tree legs that include an active Executive or higher in each leg in a given two-week period ■ Earn a 10% Infinity Bonus on the volume in your weak leg up to a maximum Infinity Bonus of \$10,000/week ■ Earn Executive Generation Bonus on **third** generation of executives in your Enrollment Tree.

LEADERSHIP RANKS

- **GOLD EXECUTIVE** | 10,000 QV in your lesser volume leg plus a minimum of 2 personal enrollment tree legs that include an active Bronze Executive or higher in each leg for two consecutive weeks ■ Earn a 10% Infinity Bonus on the volume in your weak leg up to a maximum Infinity Bonus of \$10,000/week ■ Earn Executive Generation Bonus on **fourth** generation of executives in your Enrollment Tree ■ Receive one share in the Gold Leadership Pool ■ Qualify for all expense-paid, Gold Executive Fly-in to Corporate offices.
- **PLATINUM EXECUTIVE** | 15,000 QV in your lesser volume leg plus a minimum of 2 personal enrollment tree legs that include an active Silver Executive or higher in each leg for two consecutive weeks ■ Earn a 10% Infinity Bonus on the volume in your weak leg up to a maximum Infinity Bonus of \$10,000/week ■ Earn Executive Generation Bonus on **fifth** generation of executives in your Enrollment Tree ■ Receive one share in the Gold and Platinum Leadership Pools.
- **DIAMOND EXECUTIVE** | 20,000 QV in your lesser volume leg plus a minimum of 2 personal enrollment tree legs that include an active Gold Executive or higher in each leg for two consecutive weeks ■ Earn a 10% Infinity Bonus on the volume in your weak leg up to a maximum Infinity Bonus of \$10,000/week ■ Earn Executive Generation Bonus on **sixth** generation of executives in your Enrollment Tree ■ Receive one share in the Gold, Platinum, and Diamond Leadership Pools ■ Awarded a \$500 MM Mercedes-Benz Car Allowance.
- **DOUBLE DIAMOND EXECUTIVE** | 25,000 QV in your lesser volume leg plus a minimum of 2 personal enrollment tree legs that include an active Platinum Executive or higher in each leg for two consecutive weeks ■ Earn a 10% Infinity Bonus on the volume in your weak leg up to a maximum Infinity Bonus of \$10,000/week ■ Earn Executive Generation Bonus on **seventh** generation of executives in your Enrollment Tree ■ Share in all Leadership Pools.
- **PRESIDENTIAL** | 50,000 QV in your lesser volume leg for plus a minimum of 2 personal enrollment tree legs that include an active Diamond Executive or higher in each leg for four consecutive weeks ■ Earn a 10% Infinity Bonus on the volume in your weak leg up to a maximum Infinity Bonus of \$10,000/week per business center ■ Earn Executive Generation Bonus on **seventh** generation of executives in your Enrollment Tree ■ Maintain one share in all Leadership Pools plus receive an additional share in Gold Leadership Pool ■ Qualify for first Expansion Center ■ Qualify for all expense-paid, 100K Journey Reward Trip to Exotic Location.
- **AMBASSADOR** | 75,000 QV in your lesser volume leg plus a minimum of 2 personal enrollment tree legs that include an active Double Diamond Executive or higher in each leg for four consecutive weeks ■ Earn a 10% Infinity Bonus on the volume in your weak leg up to a maximum Infinity Bonus of \$10,000/week per business center ■ Earn Executive Generation Bonus on **seventh** generation of executives in your Enrollment Tree ■ Maintain one share in all Leadership Pools plus receive an additional share in Gold Leadership Pool and receives an additional share in the Platinum Leadership Pool ■ Receives Ambassador ring (men) and pendant (women) ■ Awarded a \$1,500 MM Mercedes-Benz Car Allowance.

LIFESTYLE RANKS

*Must be personally active and qualified to advance to the higher ranks.

NOTE: The "Rank Advancement Promotion" (enrollment tree legs not required to be "paid-as-is") is valid from April 4th, 2011 to December 25th, 2011.

Weekly Activity Tracking Sheet - Income Producing Activities (Leverage Time for FASTER Results)

Date: _____ to _____ MXI Week #: _____ Action Group Week # _____ Next Pin: _____ Goal Date: _____

Qualifying Volume NEEDED : Left Side _____ Right Side _____ Qualifying Volume at START of week: Left Side _____ Right Side _____

WORK:

A. _____ # TOTAL People Engaged in Conversations (in person, calls, 3 ways, etc) FOR PERSONAL GROWTH

_____ # of Real NO's

B. _____ # People of your TOTAL who wanted more information =

_____ # Hand out a Tool in person

+ _____ # Send or invite to watch a Video/DVD or listen to CD

+ _____ # Bookings or Meetings to Show the Business/Product =

_____ # 1 to 1 meetings

+ _____ # Total Guests at Group Events =

_____ # Guests at Live Opportunity Meetings

+ _____ # Guests at Chocolate Tastings

+ _____ # Guests at Wellness /Weight Loss Clinics or Club Meetings

+ _____ # Guests on Get Lean with Kerry Dean call or other online event

+ _____ # Other (specify: _____)

_____ # 3 – way calls FOR YOUR PERSONAL/TEAM GROWTH (This will transform your business!)

RESULTS:

C. _____ # Total People signed up as Distributors/Customers:

_____ # Affiliates _____ # Associates _____ # Business Builders

_____ # Upgrade to Executive

_____ # Follow-up calls/visits – The Fortune is in the Follow-up!

_____ # Referrals from friends/family/customers

Conversion Numbers:

(B divided by A) divided by 100 = Continued Interest %

B _____ / A _____ = _____ / 100 = _____ %

(C divided by A) divided by 100 = Closing Conversion %

C _____ / A _____ = _____ / 100 = _____ %