

AN ANALYSIS OF THE CAUSES AND SOLUTIONS

OF LOW AREAS ON THE WEEKLY ACCOUNTABILITY CHART

A “low area” is one that is significantly lower than your goals on the **Weekly Accountability Chart**. For example, if your weekly goal is to have 10 appointments and you are averaging 3 per week that would be a low area and would need to be solved. Talk over these areas each time you talk with your Accountability Partner. If progress is slow, ask yourself, “*Am I doing the best I can in the power of the Holy Spirit?*” If you can answer “yes” to this question, then any guilt you may feel is not from the Lord.

LOW AREA	POSSIBLE CAUSE	SOLUTION
Phone Dials	Laziness	Pray for enthusiasm about this opportunity to help others become a part of your ministry. Move out, trusting God for the results.
	Lack of contacts to call	If you will ask every contact for referrals, you won't have this problem. Stimulate their thinking by suggesting categories. If they have a church directory they can go over it with you. This may give you 30-40 contacts from just one person. Let them know that almost everyone is interested.
	Fear—can't get your finger in the phone dial.	Pray for courage. Remind yourself that you are ministering to them. Set definite times to sit at the phone and dial.
People talked to on the phone	Calling at poor times during the day.	Best time to call: Professionals in their offices: 8:45am-11:45am; 1:15pm-4:30pm People at home: 6:45pm-9:30pm
	Don't know how to get the husband.	Call his wife for his office phone. Ask her when is best time to catch him home. Ask secretary when is best time to catch him at office.
Appointments Set Up	Not reading your phone script over the phone.	Start reading it.
	Not reading your phone script with enthusiasm.	Ask God to make you enthusiastic. Practice reading it with enthusiasm. After reading it 50 times it may seem canned to you, but it doesn't to them.
New Ministry Partners New Monthly Support	Not a clear presentation.	Pray for clearness and practice your presentation.
	Unenthusiastic presentation.	Pray for enthusiasm during your presentation.
	Adlibbing your ask.	Read commitment form word for word.
	Not suggesting a range or a definite amount.	Try option of saying you're looking for so many people to invest \$100 per month. Remember, people want to have an idea of the amount for which you're looking.
	You were unclear that you're looking for a monthly investment.	Clearly ask for monthly investments.