



"What we track, measure and
focus on, grows"

AGENT:

DATE:

Contact -> Followup -> Appointment -> Contract -> Close

I am an appointment setting machine!

All of your money is made from followup!

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	TOTAL
Number of Attempt	1 2 3 4 5 6 7	1 2 3 4 5 6 7	1 2 3 4 5 6 7	1 2 3 4 5 6 7	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17			
	8 9 10 11 12	8 9 10 11 12	8 9 10 11 12	8 9 10 11 12	18 19 20 21 22 23 24 25 26 27 28 29 30 31			
	13 14 15 16	13 14 15 16	13 14 15 16	13 14 15 16	32 33 34 35 36 37 38 39 40			
	17 18 19 20	17 18 19 20	17 18 19 20	17 18 19 20				
	21 22 23 24	21 22 23 24	21 22 23 24	21 22 23 24	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17			
	25 26 27 28	25 26 27 28	25 26 27 28	25 26 27 28	18 19 20 21 22 23 24 25 26 27 28 29 30 31			
	29 30 31 32	29 30 31 32	29 30 31 32	29 30 31 32	32 33 34 35 36 37 38 39 40			
	33 34 35 36	33 34 35 36	33 34 35 36	33 34 35 36				
	37 38 39 40	37 38 39 40	37 38 39 40	37 38 39 40	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17			
	41 42 43 44	41 42 43 44	41 42 43 44	41 42 43 44	18 19 20 21 22 23 24 25 26 27 28 29 30 31			
Number of Conversations	45 46 47 48	45 46 47 48	45 46 47 48	45 46 47 48	32 33 34 35 36 37 38 39 40			
	49 50	49 50	49 50	49 50				
Hours of Power	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	
Listing Appts Set	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	
Listing Appts Met	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	
Listings Taken	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	
Pending Listings	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	
Buyer Appts Set	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	
Buyer Appts Met	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	
New Buyer Clients	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	
Buyers Under Contract	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	
Closings	1 2 3	1 2 3	1 2 3	1 2 3	1 2 3	1 2 3	1 2 3	
Open Houses	1 2 3	1 2 3	1 2 3	1 2 3	1 2 3	1 2 3	1 2 3	
Listing Appts / WEEK:	Buyer Consults / WEEK:			Listing / Buyer Goal for MONTH:				