

NAME _____

MONDAY'S DATE _____



CALL KEY

/- No Answer

A - appointment

NI - not interested

CB - call back

A blank grid for graphing. The vertical axis on the right is labeled from 0 to 300 in increments of 25. The grid is 20 units wide and 12 units high.

DIALS	
APPOINTMENTS	
SITS	
APPLICATIONS	
SUBMITTED AP	
# OF LEADS BOUGHT	

Close ratio % _____

Commissions (Paid) _____

Goal reached from prior week: Circle one: YES/NO

{Goal for next week} Appointments: _____ AP: _____

(TIME TRACKER) track your dial time, recruiting time and appointments

	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
8:00 AM							
9:00 AM							
10:00 AM							
11:00 AM							
NOON							
1:00 PM							
2:00 PM							
3:00 PM							
4:00 PM							
5:00 PM							
6:00 PM							
7:00 PM							
8:00 PM							
9:00 PM							