Name: _____ Week of: _____-_____

Number of Dials: / = No Answer C=Contact A=Appointment P=Presentation S=Sale

																							25
																							50
																							75
																							100
																							125
																							150
																							175
																							200
																							225
																							250

Appointments set: _____ Leads purchased _____

Presentations _____

Sales Made: _____ Life AP: _____ Annuity AP: _____

Close ratio % _____ Commissions (Paid) _____

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

Annual Premium Goal for next week_____AP:_____

Interviews:_____

Pre Licensing: _____

Contracts: _____

	Thurs	Fri	Sat	Sun	Mon	Tue	Wed
9-12							
12-3							
3-6							
6-9							

Hours worked for the week?_____

Put an X in the blocks you will be dialing/ write appts in the times you will be running appointments