Name: _____ Week of:_____-_____

Number of Dials: / = No contact C = Contact A = Appointment set

																							25
																							50
																							75
																							100
																							125
																							150
																							175
																							200
																							225
																							250

Appointments set: _____ Number of resources: _____

Number of sits: _____

Appointments sold: _____ Life AP: _____ Annuity AP: _____

Close ratio % _____ Commissions (Paid) _____

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

{Goal for next week} Appointments: _____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