FAMILY FIRST LIFE

Name: _____ Week of: _____

Number of dials: _____ / = No Contact ⓘ= Contact ⓧ= Appointment Set

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	
																									25
																									50
																									75
																									100
																									125
																									150
																									175
																									200
																									225
																									250
																									275
																									300
																									325
																									350
																									375
																									400
																									425
																									450
																									475

Appointments Sat: _____

Appointments Sold: _____

Close Ratio %: _____

Number of Appointments Scheduled: _____

Life AP: _____ Annuity AP: _____

Commissions (Paid): _____

Number of New Leads Purchased: *FB FEX:____ FB MP:____ FB RCT:____ EVQ:____ BPL FEX:____*

BPL MP:____ BPL T65:____ CRM SCL:____ Other (list source/type):_____

Lead Budget/Investment: $_____

Goal reached from prior week (circle one): YES / NO *Goal for next week* Appointments: _____ AP:_____

Interviews: _____

Pre-Licensing: _____

Contracts: _____

Hours worked (week): _____

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

** X = Dialing / = Running Appointments **