	S	М	Т	w	тн	F	S					
DATE	DAY OF WEEK											
_												
PROSPECTING	FRC)N/I·			TO:							

	DAILY ACTIVITY RECORD
ı	NAME:

PROSPECTING	FROM:	TO:	

NUMBER OF CALLS:	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	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46
REFERRAL REQUESTS:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23

SUMMARY RESULTS: Dials: Leads: Buyer: Leads: Seller: Future: Contacts: Lender: Seller Appointments Set: Buyer Appointments Set:

	SCHEDULE/ACTIVITIES
8:00 AM	
9:00 AM	
10:00 AM	
11:00 AM	
12:00 PM	
1:00 PM	
2:00 PM	
2.001101	
3:00 PM	
4:00 PM	
5:00 PM	
6:00 PM	
7:00 PM	

	GCI	
	PURCHASE AGREEMENTS	CLOSED
TODAY		
MONTH		
YEAR		

MONTHLY APPTS. GOAL:	
CURRENT APPTS.:	
MONTHLY LISTINGS GOAL:	
CURRENT LISTINGS:	

SUMMARY RESULTS													
	TODAY	WEEK											
CALLS													
CONN													
FACE													

PRIORITY/1	TASK LIST
_	
APPOINTMEI	NTS MADE:
LISTING APPTS.:	PRICE REDUCTIONS:
LISTINGS TAKEN:	CLOSINGS:
LISTINGS SOLD:	SALES:
Lead Generation *Mastery of Scripts* D	
SUMMARY OF GOALS F	UK PEKSUNAL PLAN:



		S	М	Т	W	TH	F	S	1					Г	ΔΙΙΥ	ΔCΤΙ\	ITV R	ECOR	D				
DATE					OF W					NAM	F٠				, . .								
27112					U.				l														
Follow Up Calls:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23
Note Cards Sent:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23
Homes Previewed:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23
Email Follow Up:	1	2		4			7				11	12	13	14	15	16	17		19			22	23
· · · · · · · · · · · · · · · · · · ·		-	3		5	6		8	9	10								18		20	21		
Entered into Drip System:		2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23
Drop Bys:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23
Social Media Posts:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23
Lunches:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23
Phone Duty Calls:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23
Number of Face to Face	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23
Appointments:										10			15										
Number of People																							
Attending Open Houses	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23
Held Today:																							
				1						T													
DATE:					YTD (GOAL:																	
DETAILS																							
CONTACTS:															NE	COTIA	TION	OFFE	DC.				
CONTACTS.															IVE	30117	· · · · · ·	OIIL	11.5.				
								-															
											HANDWRITTEN OFFERS:												
PAST CLIENT CALLS:																	.EADS						
PAST CLIENT CALLS.																L	EAUS	•					
															DE	ALC FI		IROU	~III.				
								,							DE	ALS FE	LL III	INOUC	эп.				
								-															
SELLER CALLS:															EXPII	REDS/	WITH	IDRAV	VNS:				
								•															

