

REPORTING DAILY NUMBERS										
DAILY & WEEKLY HOURS		DAILY	SUN	MON	TUE	WED	THU	FRI	SAT	
Results		STANDARD	#	#	#	#	#	#	#	TOTAL
Hours Worked										
TIME BLOCKING HOURS										
Results		DAILY	SUN	MON	TUE	WED	THU	FRI	SAT	
Results		STANDARD	#	#	#	#	#	#	#	TOTAL
Training (Contracts, MLS, Sales, Technology)										
Coaching										
Networking										
Prospecting										
Calling Leads										
Meeting Clients										
Showing Homes										
Total Productive Hours Worked										
NEW LEADS										
Results		DAILY	SUN	MON	TUE	WED	THU	FRI	SAT	
Results		STANDARD	#	#	#	#	#	#	#	TOTAL
Personal # of Leads										
Company # of Leads										
Total										
TRACKING APPOINTMENTS										
Results		DAILY	SUN	MON	TUE	WED	THU	FRI	SAT	
Results		STANDARD	#	#	#	#	#	#	#	TOTAL
Scheduled										
Canceled										
Gone On										
Sold										
Lost										
Never Sold										
BUYER SCORECARD										
Results		DAILY	SUN	MON	TUE	WED	THU	FRI	SAT	
Results		STANDARD	#	#	#	#	#	#	#	TOTAL
Likely Buyer Leads										
Qualified Buyer Leads										
Agreed Buyer Leads										
Showed Homes the 1st Time										
Signed Buyer Broker Agreement										
# of Actively Showing Buyers										
Under Contract										
SELLER SCORECARD										
Results		DAILY	SUN	MON	TUE	WED	THU	FRI	SAT	
Results		STANDARD	#	#	#	#	#	#	#	TOTAL
Likely Seller Leads										
Qualified Seller Leads										
Agreed Seller Leads										
Signed ESR										
SUCCESS STRATEGIES										
My Success Strategies		DAILY	SUN	MON	TUE	WED	THU	FRI	SAT	
My Success Strategies		STANDARD	#	#	#	#	#	#	#	TOTAL
PIPELINE MANAGEMENT										
Results		DAILY	SUN	MON	TUE	WED	THU	FRI	SAT	
Results		STANDARD	#	#	#	#	#	#	#	TOTAL
Sales Now										
Closing										

GOALS AND RESULTS		
Sales Agent		
Coaching	Goal	Results
Average Sales Price:		
Core Marketing Strategy:		
Monthly Marketing Budget:		
Leads Per-Month: 00-00		
Appointments Per-Month: 00-00		

Results that Move You!

