



DAILY SUCCESS TRACKER

Sales Agent										Date									
DAILY 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	47	48	49	50	51	52	53	54	55	56	57	58	59	60
61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80
81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100

ACTIVITY TRACKER		POINT SYSTEM				PROSPECTING TIMES	
My Success Strategies		Lead Generation Activity		Value		Session 1	
7:30		Received Referral	5	Per-Contact		Start Time	
8:00		Valid New Lead	1	Per-Lead		End Time	
8:30		In Person Contact or Doors	1	Per-Contact		Total Time	
9:00		SOI Calls - Ask for a Referral	1	Per-Call		Session 2	
9:30		Open House	5	Per-Open		Start Time	
10:00		Lead Conversion Activity		Value	#	End Time	
10:30		Referral/Leads Calls	1	Per-Call		Total Time	
11:00		Network Calls	1	Per-Call		FOLLOW UP TIMES	
11:30		Emails	1	Per-Email		Session 1	
12:00		Handwritten Notes	2	Per-Note		Start Time	
12:30		Drop By Lead/Client	5	Per-Visit		End Time	
1:00		Showing Scheduled	2	Per-Sch		Total Time	
1:30		Listing Presentation Scheduled	2	Per-Sch		Session 2	
2:00		Transferred to Loan Officer	2	Per-Trans		Start Time	
2:30		Qualified Buyer	5	Per-Buyer		End Time	
3:00		Sales Activity		Value	#	Total Time	
3:30		Learn One New Thing	5	New Skill		CORE RESULTS	
4:00		Coaching/Role Play Scripts	10	1 Hour		New Referrals	
4:30		Showed Buyer Properties	10	Per-Showed		New Leads	
5:00		Signed Buyer Broker Agreement	10	Per-Agre		Called	
5:30		Offer Written	10	Per-Offer		Qualified Buyers	
6:00		Listing Presentation	10	Per-Pres		Set B/L Apts	
6:30		Buyer/Listing Agreement	10	Per-Agre		B/L Apts	
7:00		Total Points			0	B/L Sold	