

# Quarterly Planner

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Date:

In this first segment of your annual review, we will take a look back at your production in 20\_\_\_\_. This will lay the ground work for reflection and ultimately our planning for 20\_\_\_\_.

#### 1. Review of Last Year's Goals

(a) Lead Generation Efforts	
(b) Top 10 Lead Sources	
(a) Lond Communication of the state	
(c) Lead Conversion Efforts	_
(d) Ton 10 Clients	
(d) Top 10 Clients	



Date:

#### 2. Reflect on Last Year's Efforts

(a) Where Were You Successful
(b) Where Did You Struggle
(c) What Were Your Most Productive Activities
(d) What Were Your Most Unproductive Activities
(a) what were rour wost onproductive Activities



Date:

### 3. Planning

(a) How Much Do You Need to Make
(b) What's Your Average Deal Size
(c) What's Average Deal Commission/Acquisition Fee
(b) What 37 Werage Dear commission/requisition rec
(d) How Many Deals Do You Need to Close



Date:

#### 4. Set 3 To 10 Annual Goals

		-
		1
		1
		1
		1
		1
		1
 		-
		-
		-
		-
		-
		-



_	Goal #1
	What is motivating this Goal?
	Action Steps I need to take to reach this Goal
	Dream Cients
Со	ntact 13 Category A Highest Paying Clients this Quarter (One each week)
Со	ntact 13 Category B Highest Paying Clients this Quarter (One each week)
Со	ntact 13 Category C Highest Paying Clients this Quarter (One each week)
	Notes:



Goal #2
What is motivating this Goal?
<u> </u>
Action Steps I need to take to reach this Goal
·
Dream Cients
Contact 13 Category A Highest Paying Clients this Quarter (One each week)
Contact 13 Category B Highest Paying Clients this Quarter (One each week)
Contact 13 Category C Highest Paying Clients this Quarter (One each week)
Notes:
Notes.



Goal #3	
What is motivating thi	s Goal?
Action Steps I need to take to	reach this Goal
Dream Cient	s
Contact 13 Category A Highest Paying Clients	this Quarter (One each week)
Contact 13 Category B Highest Paying Clients	this Quarter (One each week)
Contact 13 Category C Highest Paying Clients	this Quarter (One each week)
Notes:	
<u>Notes.</u>	



Goal #4
What is motivating this Goal?
Action Steps I need to take to reach this Goal
Dream Cients
Contact 13 Category A Highest Paying Clients this Quarter (One each week)
Contact 13 Category B Highest Paying Clients this Quarter (One each week)
Contact 13 Category C Highest Paying Clients this Quarter (One each week)
Notes:
indies.



Goal #5
What is motivating this Goal?
Action Steps I need to take to reach this Goal
Dream Cients
Contact 13 Category A Highest Paying Clients this Quarter (One each week)
Contact 13 Category B Highest Paying Clients this Quarter (One each week)
Contact 13 Category C Highest Paying Clients this Quarter (One each week)
Alakar.
<u>Notes:</u>



Goal #6
What is motivating this Goal?
Action Steps I need to take to reach this Goal
Dream Cients
Contact 13 Category A Highest Paying Clients this Quarter (One each week)
Contact 13 Category B Highest Paying Clients this Quarter (One each week)
Contact 13 Category C Highest Paying Clients this Quarter (One each week)
No.
<u>Notes:</u>



Goal #7
What is motivating this Goal?
Action Steps I need to take to reach this Goal
Dream Cients
Contact 13 Category A Highest Paying Clients this Quarter (One each week)
Contact 13 Category B Highest Paying Clients this Quarter (One each week)
Contact 13 Category C Highest Paying Clients this Quarter (One each week)
No.
<u>Notes:</u>



Goal #8		
What is motivating this Goal?		
Action Steps I need to take to reach this Goal		
Dream Cients		
Contact 13 Category A Highest Paying Clients this Quarter (One each week)		
Contact 13 Category B Highest Paying Clients this Quarter (One each week)		
Contact 13 Category C Highest Paying Clients this Quarter (One each week)		
<u>Notes:</u>		



	Goal #9
	What is motivating this Goal?
	Action Steps I need to take to reach this Goal
	Dream Cients
Cont	tact 13 Category A Highest Paying Clients this Quarter (One each week)
Conf	tact 13 Category B Highest Paying Clients this Quarter (One each week)
Cont	tact 13 Category C Highest Paying Clients this Quarter (One each week)
	Notes:



	Goal #10
	What is motivating this Goal?
	Action Steps I need to take to reach this Goal
	Dream Cients
Cont	act 13 Category A Highest Paying Clients this Quarter (One each week)
Cont	act 13 Category B Highest Paying Clients this Quarter (One each week)
Cont	cact 13 Category C Highest Paying Clients this Quarter (One each week)
	Notes:



### Quarter Date:

# Highest Paying Clients Category A:\_\_\_\_\_

I need to reach 13 Category A Highest Paying Clients this Quarter

1.	
2.	
3	
4	
5	
6	
7	
8	
9	
10.	
11.	
12.	
13.	



#### Quarter Date:

## **Highest Paying Clients**

Category B:\_

I need to reach 13 Category B Highest Paying Clients this Quarter

1.	
2.	
3	
4	
5	
6	
7	
8	
9	
10.	
11.	
12.	
13.	



### Quarter Date:

Highest	Paying Clients
Category C:	

I need to reach 13 Category C Highest Paying Clients this Quarter

1.	
2.	
3	
4	
5	
6	
7	
8	
9	
10.	
11.	
12.	
13.	



## Highest Paying Date:

Clients

Week 1

Highest Paying Client Category A:					
Highest Paying	Highest Paying Client Category B:				
Highest Paying Client Category C:					
	Highest Paying Client Category A	Highest Paying Client Category B	Highest Paying Client Category C		
Direct Mail					
Phone Call					
Social Media IM					
Voicemail					
Email					
Highest Paying Client	Category A Information	n:			
Name:					
Email:					
Phone:					
Address:					
	Category B Information	1:			
Name:					
Email:					
Phone:					
Address:					
Highest Paying Client	Category C Information	n:			
Name:					
Email:					
Phone:					
Address:					



### Week 1

	iew: How Did I Do This Week?
Reflect:	What Can I Do Better Next Week?
;	3 Biggest Goals This Week
Weekly Scorecard	
Weekly Scorecard:	Did I Contact My
Contact Attempts	Did I Contact My Highest Paying
Contact Attempts Contacts Reached	Highest Paying
Contact Attempts Contacts Reached Appointments Scheduled	Highest Paying Client's?
Contact Attempts Contacts Reached Appointments Scheduled Appointments Kept	Highest Paying Client's? Category A
Contact Attempts Contacts Reached Appointments Scheduled	Highest Paying Client's? Category A Category B
Contact Attempts Contacts Reached Appointments Scheduled Appointments Kept Contracts Signed	Highest Paying Client's? Category A



## **Monday**

#### Date: Week 1

3 Biggest Goals Today			
1			
2.			
3			

Other Tasks	
	,

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



## Monday Week 1

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
No	etes:
Create the thoughts that cause motivation to dri	ive the actions that produce results.
Today's thoughts:	



## Tuesday

#### Date: Week 1

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



## Tuesday Week 1

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes	5:
Create the thoughts that cause motivation to drive	the actions that produce results.
Today's thoughts:	



### **Wednesday**

Date: Week 1

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks	

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



### Wednesday "

#### Date:

Week 1

Daily Scorecard:	<u>Prospect</u>	ing Blocks
Contact Attempts	Start:	
Contacts Reached	End:	
Appointments Scheduled	Start:	
Appointments Kept	End:	
Contracts Signed	Start:	
Deals Closed	End:	
	Notes:	
reate the thoughts that cause motivat	ion to drive the actions that produce results.	
oday's thoughts:		
-		
_		



## Thursday Week 1

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks	

Appointments			
5:00	9:30	14:00	18:30
5:30	10:00	14:30	19:00
6:00	10:30	15:00	19:30
6:30	11:00	15:30	20:00
7:00	11:30	16:00	20:30
7:30	12:00	16:30	21:00
8:00	12:30	17:00	21:30
8:30	13:00	17:30	22:00
9:00	13:30	18:00	22:30



## Thursday Week 1

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes	:
Create the thoughts that cause motivation to drive t	he actions that produce results.
Today's thoughts:	



## Friday

#### Date: Week 1

3 Biggest Goals Today		

Other Tasks	

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



## Friday

#### Date:

Week 1

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
create the thoughts that cause motivation to drive th	ne actions that produce results.
oday's thoughts:	



## Saturday Week 1

3 Biggest Goals Today		
1		
2.		
3		

Other Tasks	

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



## Saturday Week 1

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	<u> </u>
eate the thoughts that cause motivation to drive the ac	ctions that produce results.
adov's thoughts.	
oday's thoughts:	



## Sunday

Date:

Week 1

REST: Am I sleeping enough? Do I need more Sleep?			
Average Amount of Sleep A Night:	Is this Optimal?		
Average Nap Time each day:	Is this Optimal?		
What Can I do to ensure I'm getting optimal sleep each night:			

FAMILY Am I taking enough time out of my week for my family?				
Average time with family each week day:	Is this Optimal?			
Average time with family on weekends:	Is this Optimal?			
What can I do to improve family time?				

<u>HEALTH</u>				
Am I eating right and excercising as I should?				
Daily eating habits:		Daily Exercise:		
Poor	Fair	Poor	Fair	
Good	Excelent	Good	Excelent	

Other Tasks			

Notes:	



### Highest Paying Date:

Clients

Highest Paying	Client Category	A:	
Highest Paying	Client Category	В:	
Highest Paying	Client Category	c:	
	Highest Paying	Highest Paying	Highest Paying
	Client Category A	Client Category B	Client Category C
Direct Mail			
Phone Call			
Social Media IM			
Voicemail	<u> </u>		
Email			
Highest Paving Client	Category A Information	n·	
Name:			
Email:	†		
Phone:	†		
Address:			
Highest Paying Client	Category B Information	1:	
Name:			
Email:			
Phone:			
Address:			
Highest Paying Client	Category C Information	1:	
Name:			
Email:			
Phone:			
Address:			



#### Week 2

Kevie	w: How Did I Do This Week	
Reflect: V	/hat Can I Do Better Next W	Veek?
3	Biggest Goals This Week	
144 11 6		
Weekly Scorecard:		
Contact Attempts		Did I Contact My
Contact Attempts Contacts Reached		Highest Paying
Contact Attempts Contacts Reached Appointments Scheduled		Highest Paying Client's?
Contact Attempts Contacts Reached Appointments Scheduled Appointments Kept		Highest Paying Client's? Category A
Contact Attempts Contacts Reached Appointments Scheduled Appointments Kept Contracts Signed		Highest Paying Client's? Category A Category B
Contact Attempts Contacts Reached Appointments Scheduled Appointments Kept		Highest Paying Client's? Category A
Contact Attempts Contacts Reached Appointments Scheduled Appointments Kept Contracts Signed	Notes:	Highest Paying Client's? Category A Category B



## Monday Week 2

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments			
5:00	9:30	14:00	18:30
5:30	10:00	14:30	19:00
6:00	10:30	15:00	19:30
6:30	11:00	15:30	20:00
7:00	11:30	16:00	20:30
7:30	12:00	16:30	21:00
8:00	12:30	17:00	21:30
8:30	13:00	17:30	22:00
9:00	13:30	18:00	22:30



### Monday Week 2

Daily Scorecard:		Prospecting Blocks
Contact Attempts		Start:
Contacts Reached		End:
Appointments Scheduled		Start:
Appointments Kept		End:
Contracts Signed		Start:
Deals Closed		End:
	Notes:	-
Create the thoughts that cause mo	tivation to drive the action	ns that produce results.
oday's thoughts:		



# Tuesday

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks	

Appointments			
5:00	9:30	14:00	18:30
5:30	10:00	14:30	19:00
6:00	10:30	15:00	19:30
6:30	11:00	15:30	20:00
7:00	11:30	16:00	20:30
7:30	12:00	16:30	21:00
8:00	12:30	17:00	21:30
8:30	13:00	17:30	22:00
9:00	13:30	18:00	22:30



# Tuesday Week 2

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Note	es:
create the thoughts that cause motivation to drive	e the actions that produce results.
Foday's thoughts:	



### **Wednesday**

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks		

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



### Wednesday "

#### Date:

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
reate the thoughts that cause motivation to drive the	actions that produce results.
oday's thoughts:	
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# Thursday Week 2

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Thursday Week 2

Daily Scorecard:		Prospecting Blocks
Contact Attempts		Start:
Contacts Reached		End:
Appointments Scheduled		Start:
Appointments Kept		End:
Contracts Signed		Start:
Deals Closed		End:
	Notes:	
Create the thoughts that cause mot	ivation to drive the action	s that produce results.
oday's thoughts:		



# Friday

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks		

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Friday

#### Date:

Daily Scorecard:		Prospecting Block
Contact Attempts		Start:
Contacts Reached		End:
Appointments Scheduled		Start:
Appointments Kept		End:
Contracts Signed		Start:
Deals Closed		End:
	Notes:	
reate the thoughts that cause mo	tivation to drive the a	ctions that produce results.
1 7 11 11		
oday's thoughts:		
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## Saturday Week 2

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks				

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Saturday Week 2

Daily Scorecard:	Prospecting Block
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
	Notes:
reate the thoughts that cause motivation	to drive the actions that produce results.
	<u>.</u>
oday's thoughts:	
oday's thoughts:	



# Sunday

#### Date:

REST: Am I sleeping enough? Do I need more Sleep?				
Average Amount of Sleep A Night:	Is this Optimal?			
Average Nap Time each day:	Is this Optimal?			
What Can I do to ensure I'm getting optimal sleep each night:				

FAMILY  Am I taking enough time out of my week for my family?			
Average time with family each week day:	Is this Optimal?		
Average time with family on weekends:	Is this Optimal?		
What can I do to improve family time?			

HEALTH  Am I eating right and excercising as I should?			
Daily eating habits:		Daily Exercise:	
Poor	Fair	Poor	Fair
Good	Excelent	Good	Excelent

Other Tasks			

Notes:			



### Highest Paying Date:

Clients

Highest Paying	<b>Client Category</b>	A:		
Highest Paying	Client Category	B:		
Highest Paying Client Category C:				
	Highest Paying	Highest Paying	Highest Paying	
	Client Category A	Client Category B	Client Category C	
Direct Mail				
Phone Call				
Social Media IM				
Voicemail				
Email				
Highest Paving Client	Category A Information	n:		
Name:				
Email:				
Phone:				
Address:				
Highest Paying Client	Category B Information	n:		
Name:				
Email:				
Phone:				
Address:				
Highest Paying Client	Category C Information	ı:		
Name:				
Email:				
Phone:				
Address:				



#### Week 3

	view: How Did I Do This W	eek?
Reflect:	What Can I Do Better Nex	xt Week?
	3 Biggest Goals This Wee	k
Weekly Scorecard:		
Contact Attempts		Did I Contact My
Contacts Reached		Highest Paying
		Client's?
Appointments Scheduled		Catogory
Appointments Scheduled Appointments Kept		Category A
Appointments Kept		Category A Category B
		Category B Category C
Appointments Kept Contracts Signed		Category B



# Monday Week 3

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks				

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



### Monday Week 3

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
reate the thoughts that cause motivation to drive the a	ctions that produce results.
oday's thoughts:	
oday's thoughts:	



# Tuesday

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Tuesday Week 3

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
No	otes:
reate the thoughts that cause motivation to driv	ve the actions that produce results.
	ve the actions that produce results.
oday's thoughts:	



### **Wednesday** <sup>b</sup>

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments			
5:00	9:30	14:00	18:30
5:30	10:00	14:30	19:00
6:00	10:30	15:00	19:30
6:30	11:00	15:30	20:00
7:00	11:30	16:00	20:30
7:30	12:00	16:30	21:00
8:00	12:30	17:00	21:30
8:30	13:00	17:30	22:00
9:00	13:30	18:00	22:30



### Wednesday "

#### Date: Week 3

Daily Scorecard:	Prospecting B	
		CLAST

Contact Attempts	
Contacts Reached	
Appointments Scheduled	
Appointments Kept	
Contracts Signed	
Deals Closed	

<b>Prospecting Blocks</b>
Start:
End:
Start:
End:
Start:
End:

#### Notes:

Notes.
Create the thoughts that cause motivation to drive the actions that produce results.
Today's thoughts:



# Thursday Week 3

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Thursday Week 3

Daily Scorecard:  Contact Attempts Contacts Reached Appointments Scheduled Appointments Kept Contracts Signed Deals Closed Notes:  Create the thoughts that cause motivation to drive the actions that produce results.  Today's thoughts:	Blocks
Appointments Scheduled  Appointments Kept  Contracts Signed  Deals Closed  Notes:  Create the thoughts that cause motivation to drive the actions that produce results.	
Appointments Kept  Contracts Signed  Deals Closed  Notes:  Create the thoughts that cause motivation to drive the actions that produce results.	
Contracts Signed  Deals Closed  Notes:  Create the thoughts that cause motivation to drive the actions that produce results.	
Deals Closed  Notes:  Preate the thoughts that cause motivation to drive the actions that produce results.	
Notes: Create the thoughts that cause motivation to drive the actions that produce results.	
reate the thoughts that cause motivation to drive the actions that produce results.	
oday's thoughts:	
oday's thoughts:	



# Friday

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks			

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Friday

#### Date:

Daily Scorecard:	Prospecting Bloc
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
eate the thoughts that cause motivation to drive the	e actions that produce results.
day's thoughts:	
<u> </u>	



## Saturday Week 3

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



## Saturday Week 3

Daily Scorecard:  Contact Attempts  Contacts Reached  Appointments Scheduled  Appointments Kept	Start: End:
Appointments Scheduled	End:
Appointments Kept	Start:
	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
Create the thoughts that cause motivation to drive the act	tions that produce results.
oday's thoughts:	
oday 5 thoughts.	



## Sunday

REST: Am I sleeping enough? Do I need more Sleep?			
Average Amount of Sleep A Night:	Is this Optimal?		
Average Nap Time each day:	Is this Optimal?		
What Can I do to ensure I'm getting optimal sleep each night:			

FAMILY  Am I taking enough time out of my week for my family?				
Average time with family each week day:	Is this Optimal?			
Average time with family on weekends:	Is this Optimal?			
What can I do to improve family time?				

HEALTH  Am I eating right and excercising as I should?			
Daily eating habits:		Daily Exercise:	
Poor	Fair	Poor	Fair
Good	Excelent	Good	Excelent

Other Tasks		

Notes:		



### Highest Paying Date:

Clients

Highest Paying Client Category A:			
Highest Paying Client Category B:			
Highest Paying Client Category C:			
	Highest Paying	Highest Paying	Highest Paying
	Client Category A	Client Category B	Client Category C
Direct Mail			
Phone Call			
Social Media IM			
Voicemail			
Email			
Highest Paving Client	t Category A Information	n:	
Name:	T .		
Email:			
Phone:			
Address:			
Highest Paying Client	t Category B Information	n:	
Name:	<u> </u>		
Email:	<u> </u>		
Phone:			
Address:	<u></u>		
Highest Paying Client	t Category C Information	n:	
Name:	T		
Email:	1		
Phone:	†	-	
Address:		-	



#### Week 4

Reflect: What Can I Do Better Next Week?  3 Biggest Goals This Week	
3 Biggest Goals This Week	
Weekly Scorecard:	
	ntact My
	Paying
	nt's?
Appointments Kept Category A	
Contracts Signed Category B	
Deals Closed Category C	$\overline{\bigcirc}$
Notes:	



## **Monday**

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks		

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



### Monday Week 4

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes	:
Create the thoughts that cause motivation to drive	the actions that produce results.
create the thoughts that cause motivation to drive	the actions that produce results.
To do do the conductor	
Today's thoughts:	



# Tuesday

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Tuesday Week 4

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
Create the thoughts that cause motivation to drive th	e actions that produce results.
Today's thoughts:	



### **Wednesday**

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments			
5:00	9:30	14:00	18:30
5:30	10:00	14:30	19:00
6:00	10:30	15:00	19:30
6:30	11:00	15:30	20:00
7:00	11:30	16:00	20:30
7:30	12:00	16:30	21:00
8:00	12:30	17:00	21:30
8:30	13:00	17:30	22:00
9:00	13:30	18:00	22:30



### Wednesday

#### Date: Week 4

Daily Scorecard:

Contact Attempts

Contacts Reached

Appointments Scheduled

Appointments Kept

Contracts Signed

Deals Closed

Notes:

Create the thoughts that cause motivation to drive the actions that produce results.

Create the thoughts that cause motivation to drive the actions that ${f I}$	produce results.
Today's thoughts:	



## Thursday Week 4

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Thursday Week 4

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Note	es:
Create the thoughts that cause motivation to drive	the actions that produce results.
Today's thoughts:	



## Friday

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks			

Appointments			
5:00	9:30	14:00	18:30
5:30	10:00	14:30	19:00
6:00	10:30	15:00	19:30
6:30	11:00	15:30	20:00
7:00	11:30	16:00	20:30
7:30	12:00	16:30	21:00
8:00	12:30	17:00	21:30
8:30	13:00	17:30	22:00
9:00	13:30	18:00	22:30



## Friday

#### Date:

Week 4

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
ı	Notes:
reate the thoughts that cause motivation to	drive the actions that produce results.
oday's thoughts:	



## Saturday Week 4

3 Biggest Goals Today		
1		
2.		
3		

Other Tasks				

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



## Saturday Week 4

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	<u> </u>
eate the thoughts that cause motivation to drive the	actions that produce results.
oday's thoughts:	



## Sunday

Average Amount of Sleep A Night: Is this Optimal?  Average Nap Time each day: Is this Optimal?  What Can I do to ensure I'm getting optimal sleep each night:
What Can I do to ensure I'm getting ontimal cleen each night:
What Can't do to ensure i'm getting optimal sleep each night.

FAMILY  Am I taking enough time out of my week for my family?			
Average time with family each week day:	Is this Optimal?		
Average time with family on weekends:	Is this Optimal?		
What can I do to impro	ove family time?		

<u>HEALTH</u>					
Am I eating right and excercising as I should?					
Daily eating habits:		Daily Exercise:			
Poor	Fair	Poor	Fair		
Good Excelent Good Excelent					

Other Tasks		

Notes:		



### Highest Paying Date:

Clients Week 5

Highest Paying	Client Category	A:			
Highest Paying Client Category B:					
Highest Paying Client Category C:					
	Highest Paying	Highest Paying	Highest Paying		
	Client Category A	Client Category B	Client Category C		
Direct Mail					
Phone Call					
Social Media IM					
Voicemail					
Email					
Highest Paying Client	Category A Information	n:			
Name:					
Email:					
Phone:					
Address:					
Highest Paying Client	Category B Information	n:			
Name:					
Email:					
Phone:					
Address:					
Highest Paying Client	Category C Information	ı:			
Name:					
Email:					
Phone:					
Address:					



### Week 5

	ew: How Did I Do This We	eek?
Reflect: V	What Can I Do Better Nex	t Week?
3	Biggest Goals This Week	(
Marable Carnessale		
Weekly Scorecard:		D:110
Contact Attempts Contacts Reached		Did I Contact My
		Highest Paying
		Client's?
Appointments Scheduled		
Appointments Scheduled Appointments Kept		Category A
Appointments Scheduled Appointments Kept Contracts Signed		Category A  Category B
Appointments Scheduled Appointments Kept		Category A
Appointments Scheduled Appointments Kept Contracts Signed	Notes:	Category A  Category B



## Monday Week 5

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Monday Week 5

Daily Scorecard: Contact Attempts		Prospecting Block Start:
Contacts Reached		End:
Appointments Scheduled		Start:
Appointments Kept		End:
Contracts Signed		Start:
Deals Closed		End:
	Notes:	<del> </del>
ate the thoughts that cause mo	tivation to drive the action	ns that produce results.
<del> </del>		
day's thoughts:		



# Tuesday

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Tuesday Week 5

Daily Scorecard:		Prospecting Blocks
Contact Attempts		Start:
Contacts Reached		End:
Appointments Scheduled		Start:
Appointments Kept		End:
Contracts Signed		Start:
Deals Closed		End:
	Notes:	
Create the thoughts that cause motiv	vation to drive the acti	ons that produce results.
Today's thoughts:		
		<del>-</del>



### **Wednesday**

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

	Appointments		
5:00	9:30	14:00	18:30
5:30	10:00	14:30	19:00
6:00	10:30	15:00	19:30
6:30	11:00	15:30	20:00
7:00	11:30	16:00	20:30
7:30	12:00	16:30	21:00
8:00	12:30	17:00	21:30
8:30	13:00	17:30	22:00
9:00	13:30	18:00	22:30



### Wednesday "

### Date:

Week 5

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
reate the thoughts that cause motivation to drive the	actions that produce results.
oday's thoughts:	
oday's thoughts:	



# Thursday Week 5

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments			
5:00	9:30	14:00	18:30
5:30	10:00	14:30	19:00
6:00	10:30	15:00	19:30
6:30	11:00	15:30	20:00
7:00	11:30	16:00	20:30
7:30	12:00	16:30	21:00
8:00	12:30	17:00	21:30
8:30	13:00	17:30	22:00
9:00	13:30	18:00	22:30



# Thursday Week 5

Daily Scorecard:	Prospecting Block
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
Notes:	
Today's thoughts:	



## Friday

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

	Appointments			
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



## Friday

#### Date:

Week 5

Contact Attempts	Prospecting Blocks
	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
eate the thoughts that cause motivation to drive the action	ons that produce results.
oday's thoughts:	
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## Saturday Week 5

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks		

Appointments			
5:00	9:30	14:00	18:30
5:30	10:00	14:30	19:00
6:00	10:30	15:00	19:30
6:30	11:00	15:30	20:00
7:00	11:30	16:00	20:30
7:30	12:00	16:30	21:00
8:00	12:30	17:00	21:30
8:30	13:00	17:30	22:00
9:00	13:30	18:00	22:30



## Saturday Week 5

Daily Scorecard:	Prospecting Block
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	<u> </u>
reate the thoughts that cause motivation to drive the	actions that produce results.
oday's thoughts:	



## Sunday

	Is this Optimal?	
Average Nap Time each day:	Is this Optimal?	
	Is this Optimal?	
What Can I do to ensure I'm getting optimal sleep each night:		

FAMILY  Am I taking enough time out of my week for my family?			
Average time with family each week day:	Is this Optimal?		
Average time with family on weekends:	Is this Optimal?		
What can I do to impro	ove family time?		

<u>HEALTH</u>			
Am I eating right and excercising as I should?			
Daily eating habits:		Daily Exercise:	
Poor	Fair	Poor	Fair
Good	Excelent	Good	Excelent

Other Tasks	

Notes:		



### Highest Paying Date:

Clients

Week 6

Highest Paying Client Category A:			
Highest Paying Client Category B:			
Highest Paying Client Category C:			
	Highest Paying	Highest Paying	Highest Paying
<u> </u>	Client Category A	Client Category B	Client Category C
Direct Mail			
Phone Call			
Social Media IM			
Voicemail			
Email			
Highest Paving Client	Category A Information		
Name:	,	<u> </u>	
Email:			
Phone:			
Address:			
	Category B Information	n:	
Name:			
Email:			
Phone:			
Address:			
Highest Paying Client	Category C Information	n:	
Name:			
Email:			
Phone:			
Address:			



### Week 6

	view: How Did I Do This Weel	k?
Reflect:	: What Can I Do Better Next \	Week?
	3 Biggest Goals This Week	
Weekly Scorecard:		
Contact Attempts	<del> </del>	Did I Contact My
Contacts Reached	+	Highest Paying
Appointments Scheduled	+	Client's?
Appointments Kept	+	Category A
		Category B
Contracts Signed	+	Category C
Contracts Signed  Deals Closed		
Deals Closed		<u> </u>



## Monday Week 6

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks		

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



### Monday Week 6

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
Create the thoughts that cause motivation to drive the	actions that produce results.
Today's thoughts:	
, ,	
	<del>-</del>



# Tuesday

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks	

Appointments			
5:00	9:30	14:00	18:30
5:30	10:00	14:30	19:00
6:00	10:30	15:00	19:30
6:30	11:00	15:30	20:00
7:00	11:30	16:00	20:30
7:30	12:00	16:30	21:00
8:00	12:30	17:00	21:30
8:30	13:00	17:30	22:00
9:00	13:30	18:00	22:30



# Tuesday Week 6

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
Create the thoughts that cause motivation to drive the	e actions that produce results.
Today's thoughts:	



### **Wednesday**

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments			
5:00	9:30	14:00	18:30
5:30	10:00	14:30	19:00
6:00	10:30	15:00	19:30
6:30	11:00	15:30	20:00
7:00	11:30	16:00	20:30
7:30	12:00	16:30	21:00
8:00	12:30	17:00	21:30
8:30	13:00	17:30	22:00
9:00	13:30	18:00	22:30



### Wednesday Week 6

D 11 C	Drago acting Blacks
Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes	:
Create the thoughts that cause motivation to drive t	he actions that produce results.
Today's thoughts:	
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# Thursday Week 6

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments			
5:00	9:30	14:00	18:30
5:30	10:00	14:30	19:00
6:00	10:30	15:00	19:30
6:30	11:00	15:30	20:00
7:00	11:30	16:00	20:30
7:30	12:00	16:30	21:00
8:00	12:30	17:00	21:30
8:30	13:00	17:30	22:00
9:00	13:30	18:00	22:30



# Thursday Week 6

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
reate the thoughts that cause motivation to drive th	ne actions that produce results.
Teate the thoughts that tause motivation to affect the	ic actions that produce results.
oday's thoughts:	
——————————————————————————————————————	



# Friday

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks			

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Friday

#### Date:

lts.



## Saturday Week 6

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks	

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Saturday Week 6

Daily Scorecard: Contact Attempts Contacts Reached	Start:
A mana firetina a rata. Cala a al cila al	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
reate the thoughts that cause motivation to drive the action	ons that produce results.
	·
oday's thoughts:	
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## Sunday

Date:

REST: Am I sleeping enough? Do I need more Sleep?			
Average Amount of Sleep A Night:	Is this Optimal?		
Average Nap Time each day:	Is this Optimal?		
What Can I do to ensure I'm ge	tting optimal sleep each night:		

<u>FAMILY</u>			
Am I taking enough time out of	f my week for my family?		
Average time with family each week day:	Is this Optimal?		
Average time with family on weekends:	Is this Optimal?		
What can I do to improve family time?			

<u>HEALTH</u>			
Am I eating right and excercising as I should?			
Daily eating habits:		Daily Exercise:	
Poor	Fair	Poor Fair	
Good	Excelent	Good	Excelent

Other Tasks

Notes:		



### Highest Paying Date:

Clients Week 7

Highest Paying	g Client Category	A:		
Highest Paying	g Client Category	B:		
Highest Paying Client Category C:				
	Highest Paying	Highest Paying	Highest Paying	
	Client Category A	Client Category B	Client Category C	
Direct Mail				
Phone Call				
Social Media IM				
Voicemail				
Email				
Highest Paying Client	: Category A Information	n:		
Name:	Τ			
Email:				
Phone:				
Address:				
Highest Paying Client	: Category B Information	n:		
Name:				
Email:				
Phone:				
Address:				
Highest Paying Client	: Category C Information	1:		
Name:	<u> </u>			
Email:				
Phone:				
Address:				



#### Week 7

Rev	iew: How Did I Do This W	/eek?
Reflect:	What Can I Do Better Ne	xt Week?
	3 Biggest Goals This Wee	k
Weekly Scorecard:		
Contact Attempts		Did I Contact My
Contacts Reached		Highest Paying
Appointments Scheduled		Client's?
Appointments Kept		Category A
Contracts Signed		Category B
Deals Closed		Category C
	Notes:	
	Notes.	



## Monday Week 7

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments			
5:00	9:30	14:00	18:30
5:30	10:00	14:30	19:00
6:00	10:30	15:00	19:30
6:30	11:00	15:30	20:00
7:00	11:30	16:00	20:30
7:30	12:00	16:30	21:00
8:00	12:30	17:00	21:30
8:30	13:00	17:30	22:00
9:00	13:30	18:00	22:30



# Monday Week 7

ing Blocks



# Tuesday

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks	

	Appointments		
5:00	9:30	14:00	18:30
5:30	10:00	14:30	19:00
6:00	10:30	15:00	19:30
6:30	11:00	15:30	20:00
7:00	11:30	16:00	20:30
7:30	12:00	16:30	21:00
8:00	12:30	17:00	21:30
8:30	13:00	17:30	22:00
9:00	13:30	18:00	22:30



# Tuesday Week 7

Start: End: Start: End: Start: End: Notes:  drive the actions that produce results.	Daily Scorecard:		Prospecting Blocks
Start: End: Start: End: Start: End:	Contact Attempts		
End: Start: End: Notes:	Contacts Reached		
Start: End:	Appointments Scheduled		
End:	Appointments Kept		
Notes:	Contracts Signed		
	Deals Closed		End:
drive the actions that produce results.		Notes:	
	create the thoughts that cause motivati	on to drive the actions	that produce results.
	Today's thoughts:		



### Wednesday <sup>1</sup>

	3 Biggest Goals Today
1	
2.	
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Other Tasks

	Appointments			
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
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7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



### Wednesday "

#### Date:

Contact Attamata	T		Prospecting Blocks Start:
Contact Attempts Contacts Reached	<del> </del>		Start: End:
Appointments Scheduled	<u> </u>		Start:
Appointments Kept			End:
Contracts Signed			Start:
Deals Closed			End:
	Notes:		
eate the thoughts that cause mot	tivation to drive the a	ictions that produ	ce results.
day's thoughts:			



# Thursday Week 7

	3 Biggest Goals Today
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Other Ta	asks

	Appointments			
5:00	9:30	14:00	18:30	
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6:30	11:00	15:30	20:00	
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7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Thursday Week 7

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	<u> </u>
Create the thoughts that cause motivation to drive th	ne actions that produce results.
oday's thoughts:	
ouay's thoughts.	



# Friday

	3 Biggest Goals Today
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Other Tasks		

Appointments				
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5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
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7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Friday

#### Date:

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
reate the thoughts that cause motivation to drive th	e actions that produce results.



## Saturday Week 7

3 Biggest Goals Today	
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3	

Other Tasks		

	Appointments			
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
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6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



## Saturday Week 7

Daily Scorecard:		Pros	pecting Block:
Contact Attempts		Start	
Contacts Reached		End:	
Appointments Scheduled		Start	:
Appointments Kept		End:	
Contracts Signed		Start	:
Deals Closed		End:	
	Notes:		
reate the thoughts that cause mot	ivation to drive the	actions that produce resu	ılts.
	- Court to drive the	actions that produce rest	4163.
aday'a thay abtay			
oday's thoughts:			



## Sunday

Date:

REST: Am I sleeping enough? Do I need more Sleep?			
			Average Amount of Sleep A Night:
Average Nap Time each day:	Is this Optimal?		
What Can I do to ensure I'm ge	What Can I do to ensure I'm getting optimal sleep each night:		
1			

LY
f my week for my family?
Is this Optimal?
Is this Optimal?
ove family time?
ove family time?

HEALTH  Am I eating right and excercising as I should?			
Daily eating habits: Daily Exercise:			
Poor	Fair	Poor	Fair
Good	Excelent	Good	Excelent

Other Tasks		

Notes:



### Highest Paying Date:

Clients

<b>Highest Paying</b>	Highest Paying Client Category A:						
Highest Paying Client Category B:							
Highest Paying	Client Category	c:					
	Highest Paying Highest Paying Highest Paying						
	Client Category A	Client Category B	Client Category C				
Direct Mail							
Phone Call							
Social Media IM							
Voicemail							
Email							
Highest Paving Client	Category A Information	n:					
Name:							
Email:							
Phone:							
Address:							
Highest Paying Client	Category B Information	n:					
Name:							
Email:							
Phone:							
Address:							
Highest Paying Client	Category C Information	n:					
Name:							
Email:							
Phone:							
Address:							



#### Week 8

Review: How Did I Do This	Week?
Reflect: What Can I Do Better N	lext Week?
3 Biggest Goals This Wo	eek
Weekly Scorecard:	
Contact Attempts	Did I Contact My
Contacts Reached	Highest Paying
Appointments Scheduled	Client's?
Appointments Kept	Category A
Contracts Signed	Category B
Deals Closed	Category C



# Monday Week 8

	3 Biggest Goals Today
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2.	
3	

Other Ta	asks

Appointments				
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6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



### Monday Week 8

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
Create the thoughts that cause motivation to drive the	actions that produce results.
oday's thoughts:	
oddy 5 thoughts.	



# Tuesday

	3 Biggest Goals Today
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Other Tasks	

Appointments			
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6:30	11:00	15:30	20:00
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7:30	12:00	16:30	21:00
8:00	12:30	17:00	21:30
8:30	13:00	17:30	22:00
9:00	13:30	18:00	22:30



### Tuesday

#### Date: Week 8

Daily Scorecard:

Contact Attempts

Contacts Reached

Appointments Scheduled

Appointments Kept

Contracts Signed

Deals Closed

Prospe	cting Blocks
Start:	
End:	
Start:	
End:	
Start:	
End:	

#### Notes:

Create the thoughts that cause motivation to drive the actions that produce results.  Today's thoughts:	Notes.
Today's thoughts:	Create the thoughts that cause motivation to drive the actions that produce results.
Today's thoughts:	
	Today's thoughts:



### **Wednesday**

	3 Biggest Goals Today
1	
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Other Tasks			

Appointments				
5:00	9:30	14:00	18:30	
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7:30	12:00	16:30	21:00	
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8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



### Wednesday "

#### Date:

Daily Scorecard:	Prospecting Block
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
reate the thoughts that cause motivation to drive th	e actions that produce results.
oday's thoughts:	



# Thursday Week 8

3 Biggest Goals Today			
1			
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Other Tasks	

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Thursday Week 8

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes	:
Create the thoughts that cause motivation to drive t	the actions that produce results.
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Today's thoughts:	
roudy 5 thoughts.	



# Friday

	3 Biggest Goals Today
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Other Tasks

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Friday

#### Date:

Start: End: End: Start: End: End: Start: End: End: Start: End: End: Start: End: End: End: End: End: End: End: End	Daily Scorecard:			ospecting Blocks
ments Scheduled  intments Kept  tracts Signed  rals Closed  Notes:  oughts that cause motivation to drive the actions that produce results.	Contact Attempts		St	tart:
intments Kept  tracts Signed  cals Closed  Notes:  Oughts that cause motivation to drive the actions that produce results.	Contacts Reached		Eı	nd:
tracts Signed  cals Closed  Notes:  oughts that cause motivation to drive the actions that produce results.	Appointments Scheduled		St	tart:
Notes:  Oughts that cause motivation to drive the actions that produce results.	Appointments Kept		Eı	nd:
Notes:  oughts that cause motivation to drive the actions that produce results.	Contracts Signed		St	tart:
oughts that cause motivation to drive the actions that produce results.	Deals Closed		E	nd:
		Notes:		
ghts:	eate the thoughts that cause mot	tivation to drive the ac	tions that produce	results.
ghts:				
	oday's thoughts:			
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## Saturday Week 8

	3 Biggest Goals Today
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Other Tasks

		Appointments		
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



**Deals Closed** 

### Saturday Week 8

## Date:

Daily Scorecard:	
Contact Attempts	
Contacts Reached	
Appointments Scheduled	
Appointments Kept	
Contracts Signed	

Prospecti	ing Blocks
Start:	
End:	
Start:	
End:	
Start:	
Fnd <sup>.</sup>	

#### Notes:

Create the thoughts that cause motivation to drive the actions that produce results.
Today's thoughts:



## Sunday

#### Date:

RES	
Am I sleeping enough?	Do I need more Sleep?
Average Amount of Sleep A Night:	Is this Optimal?
Average Nap Time each day:	Is this Optimal?
What Can I do to ensure I'm ge	tting optimal sleep each night:

	y week for my family?
Average time with family each week day:	Is this Optimal?
Average time with family on weekends:	Is this Optimal?
What can I do to improve	family time?

HEALTH  Am I eating right and excercising as I should?			
Daily eati	ng habits:	Daily Exercise:	
Poor	Fair	Poor	Fair
Good	Excelent	Good	Excelent

Other Tasks	

Notes:



### Highest Paying Date:

Clients

Highest Paying Client Category A:					
Highest Paying Client Category B:					
Highest Paying	Client Category	C:			
	Highest Paying	Highest Paying	Highest Paying		
<u> </u>	Client Category A	Client Category B	Client Category C		
Direct Mail					
Phone Call					
Social Media IM					
Voicemail					
Email					
Highest Paving Client	Highest Paying Client Category A Information:				
Name:	,	<u> </u>			
Email:					
Phone:					
Address:					
	Category B Information	n:			
Name:					
Email:					
Phone:					
Address:					
Highest Paying Client	Category C Information	n:			
Name:					
Email:					
Phone:					
Address:					



#### Week 9

	view: How Did I Do This Week	ſ
Reflect	: What Can I Do Better Next W	/eek?
	2 Piggost Goals This Wook	
	3 Biggest Goals This Week	
Weekly Scorecard:		
Weekly Scorecard: Contact Attempts		Did I Contact My
		Did I Contact My Highest Paying
Contact Attempts		Did I Contact My Highest Paying Client's?
Weekly Scorecard: Contact Attempts Contacts Reached		Highest Paying Client's?
Weekly Scorecard: Contact Attempts Contacts Reached Appointments Scheduled Appointments Kept		Highest Paying Client's? Category A
Weekly Scorecard: Contact Attempts Contacts Reached Appointments Scheduled		Highest Paying Client's?



## Monday Week 9

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
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8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



### Monday Week 9

Daily Scorecard:  Contact Attempts Contacts Reached Appointments Scheduled Appointments Kept Contracts Signed Deals Closed  Notes:  Create the thoughts that cause motivation to drive the actions that produce results.	locks
Appointments Scheduled  Appointments Kept  Contracts Signed  Deals Closed  Notes:  Create the thoughts that cause motivation to drive the actions that produce results.	
Appointments Kept  Contracts Signed  Deals Closed  Notes:  Create the thoughts that cause motivation to drive the actions that produce results.	
Contracts Signed  Deals Closed  Notes:  Create the thoughts that cause motivation to drive the actions that produce results.	
Deals Closed  Notes:  Create the thoughts that cause motivation to drive the actions that produce results.	
Deals Closed  Notes: reate the thoughts that cause motivation to drive the actions that produce results.	
reate the thoughts that cause motivation to drive the actions that produce results.	
oday's thoughts:	
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# Tuesday

#### Date: Week 9

	3 Biggest Goals Today
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Other Tasks

Appointments				
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6:30	11:00	15:30	20:00	
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8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Tuesday Week 9

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	<u> </u>
Create the thoughts that cause motivation to drive th	e actions that produce results.
oday's thoughts:	
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### **Wednesday**

Date: Week 9

	3 Biggest Goals Today
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Other Tasks

Appointments				
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5:30	10:00	14:30	19:00	
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8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



### Wednesday "

#### Date: Week 9

Daily Scorecard:

= 5111 / 5 5 5 11 5 11	
Contact Attempts	
Contacts Reached	
Appointments Scheduled	
Appointments Kept	
Contracts Signed	
Deals Closed	

Pros	pecting	Blocks
------	---------	--------

Start:	
End:	
Start:	
End:	
Start:	
End:	

#### Notes:

Notes.			
Create the thoughts that cause motivation to drive the actions that produce results.			
Today's thoughts:			



# Thursday Week 9

3 Biggest Goals Today		
1		
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3		

Other Tasks	

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
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6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Thursday Week 9

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
Create the thoughts that cause motivation to drive the	e actions that produce results.
Foday's thoughts:	
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# Friday

#### Date: Week 9

	3 Biggest Goals Today
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Other Tasks

Appointments				
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5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Friday

#### Date:

Contacts Reached  Appointments Scheduled  Appointments Kept  Contracts Signed  Deals Closed  Notes: reate the thoughts that cause motivation to drive the actions oday's thoughts:	Start: End: Start: End: Start: End: Start: End:
Appointments Scheduled Appointments Kept Contracts Signed Deals Closed  Notes: reate the thoughts that cause motivation to drive the actions	Start: End: Start: End:
Appointments Kept  Contracts Signed  Deals Closed  Notes: reate the thoughts that cause motivation to drive the actions	End: Start: End:
Contracts Signed  Deals Closed  Notes: reate the thoughts that cause motivation to drive the actions	Start: End:
Deals Closed  Notes: reate the thoughts that cause motivation to drive the actions	End:
Notes: reate the thoughts that cause motivation to drive the actions	
reate the thoughts that cause motivation to drive the actions	s that produce results.
	s that produce results.
oday's thoughts:	
oday's thoughts:	
oddy 3 thoughts.	



## Saturday Week 9

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



## Saturday Week 9

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Note	es:
Create the thoughts that cause motivation to drive	e the actions that produce results.
oday's thoughts:	



## Sunday

Date:

o I need more Sleep?
o i need more sieep:
Is this Optimal?
Is this Optimal?
ing optimal sleep each night:
·

FAMI	LY
Am I taking enough time out of	of my week for my family?
Average time with family each week day:	Is this Optimal?
Average time with family on weekends:	Is this Optimal?
What can I do to imp	rove family time?

	HEA		
Am I eating right and excercising as I should?			
Daily eati	ng habits:	Daily Ex	kercise:
Poor	Fair	Poor	Fair
Good	Excelent	Good	Excelent

Other Tasks

Notes:	



### Highest Paying Date:

Clients

Highest Paying	<b>Client Category</b>	A:	
Highest Paying	Client Category	B:	
Highest Paying	Client Category	c:	
	Highest Paying	Highest Paying	Highest Paying
	Client Category A	Client Category B	Client Category C
Direct Mail			
Phone Call			
Social Media IM			
Voicemail			
Email			
Highest Paying Client	Category A Informatior	1:	
Name:			
Email:			
Phone:			
Address:			
Highest Paying Client	Category B Information	n:	
Name:			
Email:			
Phone:			
Address:			
Highest Paying Client	Category C Information	<b>:</b>	
Name:			
Email:			
Phone:			
Address:			



#### Week 10

	iew: How Did I Do This \	Week?
Reflect:	What Can I Do Better N	ext Week?
	3 Biggest Goals This We	ak
	5 biggest doars this we	ek
<u>.</u>		
2.		
3		
3		
Weekly Scorecard:		
		Did I Contact My
Weekly Scorecard:		Did I Contact My Highest Paying
Weekly Scorecard: Contact Attempts		
Weekly Scorecard: Contact Attempts Contacts Reached		Highest Paying
Weekly Scorecard: Contact Attempts Contacts Reached Appointments Scheduled Appointments Kept Contracts Signed		Highest Paying Client's? Category A Category B
Weekly Scorecard: Contact Attempts Contacts Reached Appointments Scheduled Appointments Kept		Highest Paying Client's? Category A
Weekly Scorecard: Contact Attempts Contacts Reached Appointments Scheduled Appointments Kept Contracts Signed	Notes:	Highest Paying Client's? Category A Category B



# Monday Week 10

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

	Appointments			
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



### Monday Week 10

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
Create the thoughts that cause motivation to drive the	e actions that produce results.
Today's thoughts:	
<u> </u>	



# Tuesday Week 10

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

	Appointments			
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Tuesday Week 10

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
Create the thoughts that cause motivation to drive th	ne actions that produce results.
oday's thoughts:	



### Wednesday

Date: Week 10

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments			
5:00	9:30	14:00	18:30
5:30	10:00	14:30	19:00
6:00	10:30	15:00	19:30
6:30	11:00	15:30	20:00
7:00	11:30	16:00	20:30
7:30	12:00	16:30	21:00
8:00	12:30	17:00	21:30
8:30	13:00	17:30	22:00
9:00	13:30	18:00	22:30



### Wednesday Week 10

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
reate the thoughts that cause motivation to drive th	ne actions that produce results.
oday's thoughts:	



# Thursday Week 10

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks	

		Appointments		
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Thursday Week 10

Daily Scorecard: Contact Attempts	Prospecting Blocks Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
	Notes:
eate the thoughts that cause motivation to d	frive the actions that produce results.
oday's thoughts:	



## Friday

#### Date: Week 10

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

		Appointments		
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



## Friday

#### Date:

Contact Attempts Contacts Reached Appointments Scheduled Appointments Kept Contracts Signed Deals Closed	Start: End: Start: End:
Appointments Scheduled Appointments Kept Contracts Signed Deals Closed	Start: End:
Appointments Kept  Contracts Signed  Deals Closed	End:
Contracts Signed  Deals Closed	
Deals Closed	
	Start:
	End:
Notes:	
te the thoughts that cause motivation to drive the actions	that produce results.
ay's thoughts:	
ay 5 thoughts.	



## Saturday Week 10

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks	

		Appointments		
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



## Saturday Week 10

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
reate the thoughts that cause motivation to drive th	e actions that produce results.
oday's thoughts:	



## Sunday

Date:

REST: Am I sleeping enough? Do I need more Sleep?			
Average Amount of Sleep A Night:	Is this Optimal?		
Average Nap Time each day:	Is this Optimal?		
What Can I do to ensure I'm ge	etting optimal sleep each night:		

FAMIL Am I taking enough time out o		
Average time with family each week day:	Is this Optimal?	
Average time with family on weekends:	Is this Optimal?	
What can I do to impro	ove family time?	

HEALTH  Am I eating right and excercising as I should?					
Poor	Fair	Poor	Fair		
Good	Excelent	Good	Excelent		

Other Tasks		

Notes:	



#### Highest Paying Date:

Clients

Highest Paying Client Category A:					
Highest Paying	Highest Paying Client Category B:				
Highest Paying	<b>Client Category</b>	C:			
	Highest Paying	Highest Paying	Highest Paying		
	Client Category A	Client Category B	Client Category C		
Direct Mail					
Phone Call					
Social Media IM					
Voicemail					
Email					
Highest Paving Client	Category A Information	n:			
Name:					
Email:					
Phone:					
Address:					
Highest Paying Client	Category B Information	1:			
Name:					
Email:					
Phone:					
Address:					
Highest Paying Client	Category C Information	1:			
Name:					
Email:					
Phone:					
Address:					



#### Week 11

Revi	ew: How Did I Do This V	Veek?
- ·		
Reflect: \	What Can I Do Better No	ext Week?
3	Biggest Goals This Wee	ek
1		
2.		
3		
Mookly Scarcoard		
Weekly Scorecard:	1	Did I Comtost Mar
Contact Attempts		Did I Contact My
Contacts Reached		Highest Paying
Appointments Scheduled		Catagory A
Appointments Kept Contracts Signed		Category A
Contracts Signed  Deals Closed		Category B
Deals Cluseu		Category C
	Notes:	
	110163.	



### Monday Week 11

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

	Appointments		
5:00	9:30	14:00	18:30
5:30	10:00	14:30	19:00
6:00	10:30	15:00	19:30
6:30	11:00	15:30	20:00
7:00	11:30	16:00	20:30
7:30	12:00	16:30	21:00
8:00	12:30	17:00	21:30
8:30	13:00	17:30	22:00
9:00	13:30	18:00	22:30



### Monday Week 11

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
Create the thoughts that cause motivation to drive th	ne actions that produce results.
oday's thoughts:	
<u>-</u>	



# Tuesday Week 11

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks	

	Appointments			
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Tuesday Week 11

Intments Scheduled  pointments Kept  ontracts Signed  Deals Closed  Notes:  thoughts that cause motivation to drive the actions that produce results.	Daily Scorecard:	Prospecting Blocks
Intments Scheduled  pointments Kept  contracts Signed  Deals Closed  Notes:  thoughts that cause motivation to drive the actions that produce results.	Contact Attempts	Start:
pointments Kept  ontracts Signed  Deals Closed  Notes:  thoughts that cause motivation to drive the actions that produce results.	Contacts Reached	End:
Ontracts Signed  Deals Closed  Notes:  thoughts that cause motivation to drive the actions that produce results.	Appointments Scheduled	Start:
Deals Closed  Notes:  thoughts that cause motivation to drive the actions that produce results.	Appointments Kept	End:
Notes: thoughts that cause motivation to drive the actions that produce results.	Contracts Signed	Start:
thoughts that cause motivation to drive the actions that produce results.	Deals Closed	End:
		Notes:
	Create the thoughts that cause motivation	to drive the actions that produce results.
oughts:		
	Today's thoughts:	
	,	



#### **Wednesday** <sup>b</sup>

Date: Week 11

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



### Wednesday Week 11

Daily Scorecard:	Prospecting Blocks Start:
Contact Attempts	
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
eate the thoughts that cause motivation to drive th	e actions that produce results.
day's thoughts:	



# Thursday Week 11

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Thursday Week 11

Daily Scorecard:		<b>Prospecting Blocks</b>
Contact Attempts		Start:
Contacts Reached		End:
Appointments Scheduled		Start:
Appointments Kept		End:
Contracts Signed		Start:
Deals Closed		End:
	Notes:	
Create the thoughts that cause motiv	ation to drive the actions	that produce results.
oday's thoughts:		



## Friday

#### Date:

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



## Friday

#### Date:

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes	<del></del>
Create the thoughts that cause motivation to drive t	the actions that produce results.
oday's thoughts:	



### Saturday Week 11

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks		

Appointments			
5:00	9:30	14:00	18:30
5:30	10:00	14:30	19:00
6:00	10:30	15:00	19:30
6:30	11:00	15:30	20:00
7:00	11:30	16:00	20:30
7:30	12:00	16:30	21:00
8:00	12:30	17:00	21:30
8:30	13:00	17:30	22:00
9:00	13:30	18:00	22:30



### Saturday Week 11

Daily Scorecard:		Prospecting Blocks
Contact Attempts		Start:
Contacts Reached		End:
Appointments Scheduled		Start:
Appointments Kept		End:
Contracts Signed		Start:
Deals Closed		End:
	Notes:	
Create the thoughts that cause motivation	to drive the actions t	hat produce results.
oday's thoughts:		



## Sunday

Date:

REST:			
Am I sleeping enough? Do I need more Sleep?			
Average Amount of Sleep A Night:	Is this Optimal?		
Average Nap Time each day:	Is this Optimal?		
What Can I do to ensure I'm getting optimal sleep each night:			

FAMILY			
f my week for my family?			
Is this Optimal?			
Is this Optimal?			
ove family time?			

<u>HEALTH</u>			
Am I eating right and excercising as I should?			
Daily eati	ng habits:	Daily Ex	xercise:
Poor	Fair	Poor	Fair
Good	Excelent	Good	Excelent

Other Tasks		

Notes:		



#### Highest Paying Date:

Clients

Highest Paying Client Category A:				
Highest Paying Client Category B:				
Highest Paying	Highest Paying Client Category C:			
	Highest Paying	Highest Paying	Highest Paying	
	Client Category A	Client Category B	Client Category C	
Direct Mail				
Phone Call				
Social Media IM				
Voicemail				
Email				
Highest Paying Client	Highest Paying Client Category A Information:			
Name:				
Email:				
Phone:				
Address:				
Highest Paying Client	Category B Informatior	n:		
Name:				
Email:				
Phone:				
Address:				
Highest Paying Client	Category C Information	ı:		
Name:				
Email:				
Phone:				
Address:		_		



#### Week 12

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Paying
nt's?
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## Monday Week 12

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks		

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



### Monday Week 12

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
Create the thoughts that cause motivation to drive the	e actions that produce results.
Today's thoughts:	



# Tuesday Week 12

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments			
5:00	9:30	14:00	18:30
5:30	10:00	14:30	19:00
6:00	10:30	15:00	19:30
6:30	11:00	15:30	20:00
7:00	11:30	16:00	20:30
7:30	12:00	16:30	21:00
8:00	12:30	17:00	21:30
8:30	13:00	17:30	22:00
9:00	13:30	18:00	22:30



# Tuesday Week 12

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
reate the thoughts that cause motivation to drive th	e actions that produce results.
.0	, , , , , , , , , , , , , , , , , , ,



#### Wednesday

Date: Week 12

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



### Wednesday Week 12

Daily Scorecard:	Prospecting Block
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
Create the thoughts that cause motivation to drive th	ne actions that produce results.
oday's thoughts:	



# Thursday Week 12

3 Biggest Goals Today		
1		
2.		
3		

Other Tasks

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Thursday Week 12

Daily Scorecard:		Prospecting Blocks
Contact Attempts		Start:
Contacts Reached		End:
Appointments Scheduled		Start:
Appointments Kept		End:
Contracts Signed		Start:
Deals Closed		End:
	Notes:	<u> </u>
reate the thoughts that cause motiv	ation to drive the actio	ns that produce results.
oday's thoughts:		
		1
		· ·



## Friday

#### Date:

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



## Friday

#### Date:

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
reate the thoughts that cause motivation to drive th	e actions that produce results.
oday's thoughts:	



### Saturday Week 12

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



### Saturday Week 12

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
Create the thoughts that cause motivation to drive th	e actions that produce results.
Today's thoughts:	



### Sunday

Date:

	RES	ST:		
Average Nap Time each day: Is this Optimal?	Am I sleeping enough? Do I need more Sleep?			
,	Average Amount of Sleep A Night:	Is this Optimal?		
What Can I do to ensure I'm getting optimal sleep each night:	Average Nap Time each day:	Is this Optimal?		
	What Can I do to ensure I'm ge	tting optimal sleep each night:		

FAMILY  Am I taking enough time out of my week for my family?			
Average time with family each week day:	Is this Optimal?		
Average time with family on weekends:	Is this Optimal?		
What can I do to improve family time?			

HEALTH  Am I eating right and excercising as I should?			
Poor	Fair	Poor	Fair
Good	Excelent	Good	Excelent

Other Tasks		

Notes:		



### Highest Paying Date:

Clients

Highest Paying	<b>Client Category</b>	A:	
Highest Paying	<b>Client Category</b>	B:	
Highest Paying Client Category C:			
	Highest Paying	Highest Paying	Highest Paying
	Client Category A	Client Category B	Client Category C
Direct Mail			
Phone Call			
Social Media IM			
Voicemail			
Email			
Highest Paving Client	Category A Information	n:	
Name:			
Email:			
Phone:			
Address:			
Highest Paying Client	Category B Information	1:	
Name:			
Email:			
Phone:			
Address:			
Highest Paying Client	Category C Information	1:	
Name:			
Email:			
Phone:			
Address:			



#### Week 13

Review: How Did I D	o This Week?
Reflect: What Can I Do B	etter Next Week?
3 Biggest Goals T	his Week
Weekly Scorecard:	
Contact Attempts	Did I Contact My
Contacts Reached	Highest Paying
Appointments Scheduled	Client's?
Appointments Kept	Category A
Contracts Signed	Category B
Deals Closed	Category C
<u>Notes:</u>	



## Monday Week 13

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks		

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



### Monday Week 13

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
	lotes:
Create the thoughts that cause motivation to d	rive the actions that produce results.
oday's thoughts:	



# Tuesday Week 13

3 Biggest Goals Today

Other Tasks

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Tuesday Week 13

Daily Scorecard:		Prospecting Blocks
Contact Attempts		Start:
Contacts Reached		End:
Appointments Scheduled		Start:
Appointments Kept		End:
Contracts Signed		Start:
Deals Closed		End:
	Notes:	
reate the thoughts that cause motiv	ation to drive the action	ns that produce results.
reate the thoughts that cause motiv	ation to drive the action	ns that produce results.
oday's thoughts:		



#### Wednesday

Date: Week 13

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



### Wednesday Week 13

Contacts Reached Appointments Scheduled Appointments Kept Contracts Signed Deals Closed  Notes:  te the thoughts that cause motivation to drive the actions that property is the property of the actions of the property is the property in the property in the property is the property in the property in the property is the property in the property in the property is the property in th	Start: End: Start: End: Start: End: End:
Appointments Scheduled Appointments Kept Contracts Signed Deals Closed  Notes: te the thoughts that cause motivation to drive the actions that pro	Start: End: Start:
Appointments Kept  Contracts Signed  Deals Closed  Notes:  te the thoughts that cause motivation to drive the actions that pro	End: Start:
Contracts Signed  Deals Closed  Notes:  te the thoughts that cause motivation to drive the actions that pro	Start:
Deals Closed  Notes: te the thoughts that cause motivation to drive the actions that pro	
Notes: te the thoughts that cause motivation to drive the actions that pro	End:
te the thoughts that cause motivation to drive the actions that pro	
ay's thoughts:	oduce results.
ay's thoughts:	
ay 5 thoughts.	



# Thursday Week 13

	3 Biggest Goals Today
1	
2.	
3	

Other Ta	asks

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Thursday Week 13

Daily Scorecard:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
Create the thoughts that cause motivation to drive the	e actions that produce results.
Foday's thoughts:	



## Friday

#### Date: Week 13

3 Biggest Goals Today		
1		
2.		
3		

Other Tasks		

Appointments				
5:00	9:30	14:00	18:30	
5:30	10:00	14:30	19:00	
6:00	10:30	15:00	19:30	
6:30	11:00	15:30	20:00	
7:00	11:30	16:00	20:30	
7:30	12:00	16:30	21:00	
8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	



# Friday

#### Date:

Week 13

Daily Scorecard:		Prospecting Blocks
Contact Attempts		Start:
Contacts Reached		End:
Appointments Scheduled		Start:
Appointments Kept		End:
Contracts Signed		Start:
Deals Closed		End:
	Notes:	
eate the thoughts that cause moti	ation to drive the action	ons that produce results.
- d /- db		
oday's thoughts:		



## Saturday Week 13

	3 Biggest Goals Today
1	
2.	
3	

Other Tasks		

Appointments			
5:00	9:30	14:00	18:30
5:30	10:00	14:30	19:00
6:00	10:30	15:00	19:30
6:30	11:00	15:30	20:00
7:00	11:30	16:00	20:30
7:30	12:00	16:30	21:00
8:00	12:30	17:00	21:30
8:30	13:00	17:30	22:00
9:00	13:30	18:00	22:30



## Saturday Week 13

Contact Attempts	Prospecting Blocks
r	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	<u> </u>
reate the thoughts that cause motivation to drive the ac	ctions that produce results.
Foday's thoughts:	



## Sunday

Date:

Week 13

REST:			
Am I sleeping enough?	Am I sleeping enough? Do I need more Sleep?		
Average Amount of Sleep A Night:	Is this Optimal?		
Average Nap Time each day:	Is this Optimal?		
What Can I do to ensure I'm ge	What Can I do to ensure I'm getting optimal sleep each night:		

FAMILY			
Am I taking enough time out of my week for my family?			
Is this Optimal?			
Is this Optimal?			
ove family time?			
1	f my week for my family?  Is this Optimal?  Is this Optimal?		

<u>HEALTH</u>			
Am I eating right and excercising as I should?			
Daily eating habits: Daily E			xercise:
Poor	Fair	Poor	Fair
Good	Excelent	Good	Excelent

Other Tasks



### \_\_ Quarter Date:

Goals This Quarter & were they accomplished?  Review: How Did I Do This Quarter?  Refection: What Can I Do Better Next Quarter?	
Review: How Did I Do This Quarter?	
Review: How Did I Do This Quarter?	
Review: How Did I Do This Quarter?	
Review: How Did I Do This Quarter?	
Review: How Did I Do This Quarter?	
Refection: What Can I Do Better Next Quarter?	
Refection: What Can I Do Better Next Quarter?	
Refection: What Can I Do Better Next Quarter?	
Refection: What Can I Do Better Next Quarter?	
Refection: What Can I Do Better Next Quarter?	
Refection: What Can I Do Better Next Quarter?	
Refection: What Can I Do Better Next Quarter?	
Total Quarterly Scorecard:	_
	Did I Contact My
Contacts Reached	Highest Paying
Appointments Scheduled	Client's?
	3 Category A
	B Category B
	o category 5
	R Category C
	3 Category C
Deals Closed 13	3 Category C
	3 Category C

Notes:

Notes:

Notes:

Notes:

Notes:

Notes:

Notes:

Notes: