Quarterly Planner

For Real Estate Sales

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
(c) Lead Conversion Efforts
(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

Date:

3. Planning

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

Date:

4. Set 7 To 10 Annual Goals

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ne fi	irst step toward developing your 12 month personal and business goals is to establish y	our 1
ontl	h financial goal (refer to your Business Pipeline). This represents your net income from	clos
	transactions during the 12 month period. My financial goal for the 12 month period is	;
	Based on this financial goal, I need to complete approximately	

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2 1 111
Goal #1
What is motivating this Goal?
Action Steps I need to take to reach this Goal
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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:

_ Quarter	Date:
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	Goal #2
	What's and all all Code
	What is motivating this Goal?
	Action Steps I need to take to reach this Goal
	Dream Cients
Contact 13	3 Category A Highest Paying Clients this Quarter (One each week
Contact 13	3 Category A Highest Paying Clients this Quarter (One each week) 3 Category B Highest Paying Clients this Quarter (One each week) 3 Category C Highest Paying Clients this Quarter (One each week)
Contact 13	3 Category B Highest Paying Clients this Quarter (One each week

_	Quarter	Date:

	What is motivating this Goal?
	what is motivating this doar:
	Action Steps I need to take to reach this Goal
	Dream Cients
Contac	ct 13 Category A Highest Paying Clients this Quarter (One each week)
Contac	ct 13 Category B Highest Paying Clients this Quarter (One each week)
Contac	ct 13 Category C Highest Paying Clients this Quarter (One each week)
	Notes:

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

	Goal #5
	What is motivating this Goal?
	Action Steps I need to take to reach this Goal
	Dream Cients
Contact 1	3 Category A Highest Paying Clients this Quarter (One each week
Contact 1	3 Category B Highest Paying Clients this Quarter (One each week
Contact 1	3 Category C Highest Paying Clients this Quarter (One each week
	Notes:

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	Goal #6
	What is motivating this Goal?
	Action Steps I need to take to reach this Goal
	Dream Cients
Contac	ct 13 Category A Highest Paying Clients this Quarter (One each week
Contac	ct 13 Category B Highest Paying Clients this Quarter (One each week
Contac	ct 13 Category C Highest Paying Clients this Quarter (One each week
	Notes:

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	Goal #7
	What is motivating this Goal?
	Action Steps I need to take to reach this Goal
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	Dream Cients
Contac	t 13 Category A Highest Paying Clients this Quarter (One each week)
Contac	t 13 Category B Highest Paying Clients this Quarter (One each week)
Contac	t 13 Category C Highest Paying Clients this Quarter (One each week)
	<u>Notes:</u>

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	Goal #8
	What is motivating this Goal?
	what is motivating this doar:
	Action Steps I need to take to reach this Goal
	Dream Cients
Conta	act 13 Category A Highest Paying Clients this Quarter (One each week)
Conta	act 13 Category B Highest Paying Clients this Quarter (One each week)
Conta	act 13 Category C Highest Paying Clients this Quarter (One each week)
	Notes:

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Contact 13 Catego	ory A Highest Paying Clients this Quarter (One each week
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ntact 13 Category A Highest Payir	ng Clients this Quarter (One each week)
ntact 13 Category B Highest Payin	ng Clients this Quarter (One each week)
ntact 13 Category C Highest Payin	ng Clients this Quarter (One each week)
<u>N</u>	otes:

Highest Paying Clients Category A:______

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

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Q	ua	rter	Date:

Highest Paying Clients Category B:

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

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13.	

Quarter	Date:
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Highest Paying Clients Category C:______

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

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Highest Paying Date: Clients Week 1

Highest Paying	Client Category	A:	
Highest Paying	Client Category	В:	
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	<u> </u>		
Voicemail	<u> </u>		
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	1:	
Name:			
Email:			
Phone:			
Address:	<u> </u>		

	Week 1	Date:
Povio	How Did I Do This Woold	
Revie	w: How Did I Do This Week?	
Reflect: W	/hat Can I Do Better Next Wee	ek?
3	Biggest Goals This Week	
1		
2		
2.		
3		
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:	

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

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		

Prospecting Blocks
Start:
End:
Start:
End:
Start:
End:

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

Tuesday

	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	

Tuesday Week 1

Date:

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

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Notes:

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

Wednesday

	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	
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Wednesday Week 1

Date:

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

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

Thursday Date: Week 1

	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		
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7:00	11:30	16:00	20:30		
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		

Thursday Week 1

Date:

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		

Prospecting Bloc	KS
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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.
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Friday

	3 Biggest Goals Today
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Other Tasks	

Appointments				
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8:00	12:30	17:00	21:30	
8:30	13:00	17:30	22:00	
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Friday

Date:

Week 1

Prospecting Blocks
Start:
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End:

Notes:

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

Saturday Week 1

Date:

	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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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

Date:

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

Prospecting Block
Start:
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End:

Notes:

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

Sunday

RE:	ST:
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:

FAMI 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 impi	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 Week 2

Highest Paying Client Category A:						
Highest Paying Client Category B: Highest Paying Client Category C:						
	Client Category A	Client Category B	Client Category C			
Direct Mail						
Phone Call	<u> </u>					
Social Media IM						
Voicemail	<u> </u>					
Email						
⊔ighest Paving Client	Category A Information	n•				
Name:	Category 7	<u> </u>				
Email:	+					
Phone:	+					
Address:						
Highest Paying Client Category B Information:						
Name:						
Email:	<u> </u>					
Phone:						
Address:						
Highest Paying Client	Category C Information	n:				
Name:	T					
Email:						
Phone:						
Address:	1					

	Week 2	Date:
Reviev	v: How Did I Do This Week	?
Reflect: W	hat Can I Do Better Next W	eek?
	Biggest Goals This Week	
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Weekly Scorecard:		
Contact Attempts		Did I Contact M
Contacts Reached		Highest Paying
Appointments Scheduled		Client's?
Appointments Kept		Category A (
Contracts Signed		Category B (
Deals Closed		Category C (
	Notes:	

Monday Week 2

	3 Biggest Goals Today
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Other Tasks	

Appointments			
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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

Date: 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 motivation	n to drive the actions that produce results.
Today's thoughts:	

Tuesday Week 2

	3 Biggest Goals Today
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Other Tasks	

Appointments			
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8:30	13:00	17:30	22:00
9:00	13:30	18:00	22:30

Tuesday

Date: Week 2

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

Wednesday Date: Week 2

	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
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Wednesday

Date: Week 2

Daily Scorecard:	
Contact Attempts	
Contacts Reached	
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Contracts Signed

Deals Closed

Prospecting Blocks Start: End: Start: End: Start: End: Start: End:

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

Thursday Date: Week 2

	3 Biggest Goals Today
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Other Tasks	

Appointments			
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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
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Thursday "

Date: Week 2

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

Deals Closed

Prospecting Blocks
Start:
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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:		

Friday

Date: Week 2

	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	
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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 2

Daily Scorecard:	
Contact Attempts	

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

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

Saturday Date: Week 2

	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

Saturday Week 2

Daily Scorecard:	
Contact Attempts	
Contacts Reached	
Appointments Scheduled	
Appointments Kept	
Contracts Signed	
Deals Closed	
	Notes:
Create the thoughts that cause mo	tivation to drive the actions

Prospecting Block
Start:
End:
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End:
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End:

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

Sunday

Date: Week 2

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:	

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?	

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

Other Tasks		

Notes:

Highest Paying Date: Clients Week 3

Highest Paying Client Category A:					
Highest Paying Client Category B:					
Highest Paying	g 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	n:			
Name:					
Email:					
Phone:					
Address:					

	Week 3	Date:
Davies	Have Did I Da Thia Wash2	
Reviev	v: How Did I Do This Week?	
Reflect: W	hat Can I Do Better Next Wo	eek?
3 E	Biggest Goals This Week	
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Weekly Scorecard:		
Contact Attempts		Did I Contact M
Contacts Reached		Highest Paying
Appointments Scheduled		Client's?
Appointments Kept		Category A (
Contracts Signed		Category B (
Deals Closed		Category C (
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Monday Week 3

	3 Biggest Goals Today
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Other Tasks	

		Appointments	
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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 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 the	actions that produce results.
Today's thoughts:	

Tuesday Week 3

	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	

Tuesday

Date: 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

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

Wednesday Date: Week 3

	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

Wednesday

Date: Week 3

Daily Scorecard:	
Contact Attempts	
Contacts Reached	
Appointments Scheduled	

Appointments Kept Contracts Signed Deals Closed

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

Thursday Date: Week 3

	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
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8:00	12:30	17:00	21:30
8:30	13:00	17:30	22:00
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Thursday "

Date: Week 3

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

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

Friday

Date: Week 3

	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
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8:00	12:30	17:00	21:30
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Friday

Date:

End:

Week 3

Create the thoughts that cause mot	ivation to drive the actions th
	Notes:
Deals Closed	
Contracts Signed	
Appointments Kept	
Appointments Scheduled	
Contacts Reached	
Contact Attempts	
Daily Scorecard:	

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

Saturday Date: Week 3

	3 Biggest Goals Today
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Other Tasks	

Appointments			
5:00	9:30	14:00	18:30
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8:00	12:30	17:00	21:30
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Saturday Week 3

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

Sunday

Date: Week 3

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 Week 4

Highest Paying Client Category A:				
Highest Paying	g Client Category	в:		
Highest Paying	g 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	<u> </u>			
Email				
Highest Paying Client	: Category A Information	n:		
Name:				
Email:				
Phone:	<u> </u>			
Address:				
Highest Paying Client	: Category B Information	n:		
Name:				
Email:				
Phone:				
Address:				
Highest Paying Client	: Category C Information	n:		
Name:	T .			
Email:				
Phone:				
Address:				

	Week 4	Date:
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кепест: w	hat Can I Do Better Next We	eek?
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Weekly Scorecard:		
Contact Attempts		Did I Contact M
Contacts Reached		Highest Paying
Appointments Scheduled		Client's?
Appointments Kept		Category A (
Contracts Signed		Category B (
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Monday Week 4

	3 Biggest Goals Today
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Monday Week 4

Date:

Daily Scorecard:	
Contact Attempts	
Contacts Reached	
Appointments Scheduled	
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Contracts Signed	
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Prospecting Block
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Create the thoughts that cause motivation to drive the actions that produce results.
Today's thoughts:

Tuesday Week 4

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Tuesday Week 4

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

Wednesday Date: Week 4

	3 Biggest Goals Today
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Wednesday Week 4

Date:

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

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

Thursday Date: Week 4

	3 Biggest Goals Today
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Thursday week 4

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Daily Scorecard:	
Contact Attempts	
Contacts Reached	
Appointments Scheduled	
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Contracts Signed	
Deals Closed	

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

Friday

Date: Week 4

	3 Biggest Goals Today
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Friday

Date:

Start: End:

Week 4

Daily Scorecard:	
Contact Attempts	
Contacts Reached	
Appointments Scheduled	
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Contracts Signed	
Deals Closed	

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

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	3 Biggest Goals Today
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Saturday Week 4

Contact Attempts		
Contacts Reached		
Appointments Scheduled		
Appointments Kept		
Contracts Signed		
Deals Closed		
	Notes:	
Create the thoughts that cause motivate	tion to drive the actions	s that pr

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

Sunday

Date: Week 4

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 eati	ng habits:	Daily Ex	xercise:
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	Highest Paying Client Category C:		
	Highest Paying	Highest Paying	Highest Paying
	Client Category A	Client Category B	Client Category C
		<u> </u>	
Direct Mail			
Phone Call			
Social Media IM			
Voicemail			
Email			
Highest Paying Client	Category A Information	n:	
Name:	<u> </u>		
Email:	†		
Phone:			
Address:			
	Category B Information	n:	
Name:			
Email:	<u> </u>		
Phone:			
Address:			
Highest Paying Client	Category C Information	n:	
Name:	T		
Email:			
Phone:			
Address:			

	Week 5	Date:
Reviev	v: How Did I Do This Week?	
Reflect: W	hat Can I Do Better Next We	eek?
3 E	Siggest Goals This Week	
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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:	

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Monday Week 5

	3 Biggest Goals Today
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Monday 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:	<u> </u>
Create the thoughts that cause mot	ivation to drive the action	ns that produce results.
Today's thoughts:		

Tuesday Week 5

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Other Tasks

Appointments			
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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

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

Wednesday Date: Week 5

	3 Biggest Goals Today
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Other Tasks	

Appointments			
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Wednesday Week 5

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

Prospecting	3 DIOCK
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Create the thoughts that cause motivation to drive the actions that produce results.		
Today's thoughts:		

Thursday Date: Week 5

	3 Biggest Goals Today
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Other Tasks	

Appointments				
5:00	9:30	14:00	18:30	
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Thursday Week 5

Date:

Daily Scorecard: **Contact Attempts Contacts Reached** Appointments Scheduled Appointments Kept Contracts Signed **Deals Closed** Notes:

Prospe	cuing blocks
Start:	
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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:		

Friday

Date: Week 5

	3 Biggest Goals Today
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Other Tasks

	Appointments			
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8:30	13:00	17:30	22:00	
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Friday 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:	
reate the thoughts that cause motivation to drive the	e actions that produce results.
oday's thoughts:	

Saturday Da

ate:	
Week	5

	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
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Saturday Week 5

Date:

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

Prospecting Block
Start:
End:
Start:
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End:

Notes:

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

Sunday

Date: Week 5

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:		

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 impi	rove 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 Week 6

Highest Paying	Client Category	A:	
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	ļ		
Voicemail			
Email			
Highest Paying Client	Category A Information	n:	
Name:			
Email:			
Phone:			
Address:			
	Category B Information	n:	
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Phone:			
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Highest Paying Client	: Category C Information	n:	
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Address:	+		

	Week 6	Date:
Reviev	w: How Did I Do This Week?	
Reflect: W	hat Can I Do Better Next We	ek?
3 E	Biggest Goals This Week	
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Weekly Scorecard:		
Contact Attempts		Did I Contact My
Contacts Reached		Highest Paying
Appointments Scheduled		Client's?
Appointments Kept		Category A (
Contracts Signed		Category B (
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Monday Week 6

	3 Biggest Goals Today
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Other Tasks

		Appointments		
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Monday Week 6

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

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

Tuesday week 6

	3 Biggest Goals Today
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		Appointments		
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Tuesday Week 6

Daily Scorecard:	
Contact Attempts	
Contacts Reached	
Appointments Scheduled	
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Contracts Signed	
Deals Closed	
	Notes:

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

Wednesday Date: We

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	3 Biggest Goals Today
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Wednesday Week 6

Date:

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

Deals Closed

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

Thursday Date: Week 6

	3 Biggest Goals Today
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Appointments			
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Thursday week 6

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

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

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Other Tasks

Appointments			
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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

Friday

Date:

Week 6

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

Prospecting Blocks
Start:
End:
Start:
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Start:

End:

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:

Saturday Week 6

	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
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Saturday Week 6

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		

Prospecting	BIOCKS
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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:				

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 g	setting 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?			
	ng habits:		xercise:
Poor	Fair	Poor	Fair
Good	Excelent	Good	Excelent

Other Tasks		

Notes:		

Highest Paying Date: Clients Week 7

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	<u> </u>				
Highest Paving Client	t Category A Information	n:			
Name:		<u></u>			
Email:					
Phone:					
Address:					
Highest Paying Client	t Category B Information	n:			
Name:					
Email:					
Phone:					
Address:					
Highest Paying Client	t Category C Information	n:			
Name:					
Email:					
Phone:					
Address:					

	Week 7	
Revi	ew: How Did I Do This Week	?
il con	ew. How Blat Bo This Week.	•
Reflect: \	What Can I Do Better Next W	eek?
	B Biggest Goals This Week	
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Weekly Scorecard:		D:110
Contact Attempts		Did I Contact M
Contacts Reached		Highest Paying
Appointments Scheduled Appointments Kept		Category A
Contracts Signed		Category A (Category B (
Deals Closed		Category C (
Deals closed		eutego.y e
	Notes:	

Monday Week 7

	3 Biggest Goals Today
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Other Tasks	

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Monday

Daily Scorecard:

Date: Week 7

Prospecting Blocks

	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 7

	3 Biggest Goals Today
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Other Tasks

		Appointments		
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Tuesday

Daily Scorecard:

Date: Week 7

Prospecting Blocks

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Wednesday Date: We

Week 7

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Other Tasks

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8:30	13:00	17:30	22:00	
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Wednesday Week 7

Date:

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

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

Thursday Date: Week 7

	3 Biggest Goals Today
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Other Tasks	

Appointments			
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Thursday Week 7

Date:

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

Deals Closed

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

Friday

	3 Biggest Goals Today
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Other Tasks

Appointments				
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Friday

Date:

Week 7

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

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

Saturday Date: Week 7

	3 Biggest Goals Today
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Other Tasks

		Appointments	
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Saturday Week 7

Date:

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

Sunday

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	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:		

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my week for my family?
Is this Optimal?
Is this Optimal?
ve family time?

HEALTH Am I eating right and excercising as I should?			
AIII I	eating right and e	Acercising as I sile	raia:
Daily eati	ng habits:	Daily Ex	xercise:
Poor	Fair	Poor	Fair
Good	Excelent	Good	Excelent

Other Tasks

Notes:

Highest Paying Date: Clients Week 8

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 Paving Client	: Category A Information	n•		
Name:		1.		
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Address:				
	: Category B Information	n:		
Name:				
Email:				
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Address:				
Highest Paying Client	: Category C Informatior	<u></u>		
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Phone:				
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Review: H	Iow Did I Do This Week? Can I Do Better Next W	
	Can I Do Better Next W	eek?
	Can I Do Better Next W	eek?
	Can I Do Better Next W	eek?
	Can I Do Better Next W	eek?
	Can I Do Better Next W	eek?
Reflect: What		
3 Bigg	est Goals This 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
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Monday Week 8

	3 Biggest Goals Today
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Other Tasks	

Appointments			
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8:30	13:00	17:30	22:00
9:00	13:30	18:00	22:30

Monday

Daily Scorecard:

Date: Week 8

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.
Today's thoughts:	

Tuesday Week 8

	3 Biggest Goals Today
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Other Tasks

Appointments				
5:00	9:30	14:00	18:30	
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Tuesday

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

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

Wednesday

	3 Biggest Goals Today
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Other Tasks	

		Appointments		
5:00	9:30	14:00	18:30	
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8:30	13:00	17:30	22:00	
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Wednesday

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

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

Thursday Date: Week 8

	3 Biggest Goals Today
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Other Tasks	

		Appointments		
5:00	9:30	14:00	18:30	
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Thursday "

Date: Week 8

Prospecting Blocks Daily Scorecard: Contact Attempts **Contacts Reached Appointments Scheduled** Appointments Kept Contracts Signed Start: **Deals Closed** Notes:

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

Friday

	3 Biggest Goals Today
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Other Tasks

Appointments				
5:00	9:30	14:00	18:30	
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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	
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Friday

Date:

Week 8

Daily Scorecard:	
Contact Attempts	
Contacts Reached	
Appointments Scheduled	
Appointments Kept	
Contracts Signed	
Deals Closed	
	Notes:
Create the thoughts that cause mo	tivation to drive the actions tha

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

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
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8:00	12:30	17:00	21:30
8:30	13:00	17:30	22:00
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Saturday Week 8

Date:

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

Deals Closed

Prospecting Block
Start:
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End:

Notes:

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

Sunday

Date: Week 8

RE	ST:	
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:	

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

<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 Week 9

Highest Paying Client Category A:			
Highest Paying	Highest Paying Client Category B:		
Highest Paying	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:			
Highest Paying Client	Category B Information	1:	
Name:			
Email:			
Phone:			
Address:			
Highest Paying Client	: Category C Information	1:	
Name:	<u> </u>		
Email:	+		
Phone:	†		
Address:			

	Week 9	Date:
Revie	w: How Did I Do This Week?	
Reflect: W	hat Can I Do Better Next Wee	·k?
	nat can i bo better mext tree	
	Biggest Goals This Week	
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Marill Comment		
Weekly Scorecard: Contact Attempts		Did I Contact Ma
Contacts Reached		Did I Contact My Highest Paying
Appointments Scheduled		Client's?
Appointments Kept		Category A
Contracts Signed		Category B
Deals Closed		Category C (
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	Notes:	

Monday Week 9

	3 Biggest Goals Today
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Other Tasks

Appointments			
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8:00	12:30	17:00	21:30
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Monday 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 the	ne actions that produce results.
Today's thoughts:	

Tuesday Week 9

	3 Biggest Goals Today
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Other Tasks

Appointments				
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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:
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Create the thoughts that cause moti	vation to drive the actior	ns that produce results.
Today's thoughts:		

Wednesday Date: Week 9

3 Biggest Goals Today

Other Tasks

Appointments			
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Wednesday 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 the	he actions that produce results.
Today's thoughts:	
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Thursday Date: Week 9

	3 Biggest Goals Today
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Other Tasks	

Appointments			
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Thursday week 9

Date:

Daily Scorecard: Contact Attempts **Contacts Reached** Appointments Scheduled Appointments Kept Contracts Signed **Deals Closed** Notes:

Prospecting i	SIOCKS
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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:		

Friday

Date: Week 9

	3 Biggest Goals Today
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Other Tasks

Appointments				
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8:00	12:30	17:00	21:30	
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Friday

Date:

Week 9

Create the thoughts that cause motiva	ation to drive the action	ns that produce resu
•	Notes:	
Deals Closed		End:
Contracts Signed		Start
Appointments Kept		End:
Appointments Scheduled		Start
Contacts Reached		End:
Contact Attempts		Start
Daily Scorecard: Contact Attempts		Pro Sta

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

Saturday Date: Week 9

	3 Biggest Goals Today
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Other Tasks

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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

Date:

Daily Scorecard:	
Contact Attempts	
Contacts Reached	
Appointments Scheduled	
Appointments Kept	

Contracts Signed Deals Closed

Prospecting Blocks
Start:
End:
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End:

Notes:

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

Sunday

Date: Week 9

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:		

<u>FAMI</u>	LY		
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 Ex	kercise:
Poor	Fair	Poor	Fair
Good	Excelent	Good	Excelent

Other Tasks			

Notes:			

Highest Paying Date: Clients Week 10

Highest Paying Client Category A:					
Highest Paying	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 Paving Client	: Category A Information	n·			
Name:		1.			
Email:	+				
Phone:	+				
Address:					
Highest Paying Client	Highest Paying Client Category B Information:				
Name:					
Email:					
Phone:					
Address:					
Highest Paying Client	Category C Information	n:			
Name:					
Email:					
Phone:					
Address:					

	Week 10	Date:
Revie	w: How Did I Do This Week?	
Reflect: W	/hat Can I Do Better Next We	aek?
Reflect. W	Miat Cail I Do Detter Next We	CCN:
3	Biggest Goals This Week	
1		
2.		
2		
3		
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:	
	110163.	

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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

Date: 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 actions that produce results.			
Today's thoughts:			

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

Tuesday Week 10

	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
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 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 motivat	on to drive the actions that produce results.
reate the thoughts that cause motivat	on to drive the actions that produce results.
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oday's thoughts:	
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Wednesday Date: Week 10

	3 Biggest Goals Today
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Other Tasks	

Appointments				
5:00	9:30	14:00	18:30	
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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:	
Prosto the thoughts that cause metivation to drive th	a actions that produce results
Create the thoughts that cause motivation to drive th	e actions that produce results.
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Fodovíc thoughter	
oday's thoughts:	

Thursday Date: Week 10

	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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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:	Prospecting Blocks
Contact Attempts	Start:
Contacts Reached	End:
Appointments Scheduled	Start:
Appointments Kept	End:
Contracts Signed	Start:
Deals Closed	End:
Notes:	
Foday's thoughts:	
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Friday

Date: Week 10

	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	
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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 10

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

Saturday Date: Week 10

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

Saturday Week 10

Date:

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

Prospe	ecung	BIOCKS
Start:		
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Fnd:		

Notes:

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

Sunday

Date:

Week 10

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:		
What can i do to chisare i in ge	- The optimal sleep cach inght.		

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 Week 11

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	Highest Paying Client Category A Information:						
Name:		1.					
Email:	+						
Phone:	+						
Address:							
Highest Paying Client Category B Information:							
Name:							
Email:							
Phone:							
Address:	<u> </u>						
Highest Paying Client Category C Information:							
Name:							
Email:							
Phone:							
Address:							

Re		
	view: How Did I Do This Wee	ek?
Reflect	: What Can I Do Better Next	Week?
	3 Biggest Goals This Week	
	3 Biggest Goals This Week	
	3 Biggest Goals This Week	
	3 Biggest Goals This Week	
	3 Biggest Goals This Week	
	3 Biggest Goals This Week	
	3 Biggest Goals This Week	
	3 Biggest Goals This Week	Did I Contact My
Weekly Scorecard:	3 Biggest Goals This Week	Did I Contact My Highest Paying
. Weekly Scorecard: Contact Attempts	3 Biggest Goals This Week	
. Weekly Scorecard: Contact Attempts Contacts Reached Appointments Scheduled Appointments Kept	3 Biggest Goals This Week	Highest Paying Client's? Category A
. Weekly Scorecard: Contact Attempts Contacts Reached Appointments Scheduled	3 Biggest Goals This Week	Highest Paying Client's?

Monday Week 11

	3 Biggest Goals Today
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Appointments				
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5:30	10:00	14:30	19:00	
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8:30	13:00	17:30	22:00	
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Monday Week 11

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

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

Tuesday Week 11

	3 Biggest Goals Today
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Other Tasks	

Appointments				
5:00	9:30	14:00	18:30	
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Tuesday Week 11

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

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

Wednesday Date: Week 11

	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
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8:00	12:30	17:00	21:30
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Wednesday Week 11

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

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

Thursday Date: Week 11

	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	
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8:30	13:00	17:30	22:00	
9:00	13:30	18:00	22:30	

Thursday Week 11

Daily Scorecard:

Date:

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.
oday's thoughts:	

Friday

Date: Week 11

	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:

Week 11

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

Deals Closed

Prospecting Blocks
Start:
End:
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Start:
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Notes:

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

Saturday Date: Week 11

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	
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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 11

Date:

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

Deals Closed

Prospec	ting Blocks
Start:	
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Start:	
End:	
Start:	
End:	

Notes:

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

Sunday Week 11

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:				

<u>FAMIL</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 impro	ove family time?

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

Ot	ther Tasks

Notes:		

Highest Paying Date: Clients Week 12

Highest Paying Client Category A:					
Highest Paying	Highest Paying Client Category B:				
Highest Paying	g 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:					
Highest Paying Client	: Category B Information	1:			
Name:					
Email:					
Phone:					
Address:					
Highest Paying Client	: Category C Information	1:			
Name:					
Email:					
Phone:					
Address:					

	Week 12	Date:
Revie	w: How Did I Do This Week?	
Nevic	w. How Did I Do Hills Week:	
Reflect: W	/hat Can I Do Better Next Weel	<u>?</u>
Neneet. W	That can't bo better were ween	· ·
3	Biggest Goals This Week	
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2		
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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	
	<u>Notes:</u>	

Monday Week 12

	3 Biggest Goals Today
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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

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

Prospecting Blocks
Start:
End:
Start:
End:
Start:
End:

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

Tuesday Week 12

	3 Biggest Goals Today
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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 mot	ivation to drive the action	ons that produce results.
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oday's thoughts:		
oday 5 thoughts.		

Wednesday Date: Week 12

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
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 ¹

Daily Scorecard:

Date:

Week 12

Prospecting Blocks

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Thursday 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

Thursday Week 12

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

Prospecting Blocks
Start:
End:
Start:
End:
Start:
End:

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

Friday

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	

Friday

Date:

Week 12

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

Prospecting Blocks
Start:
End:
Start:
End:
Start:
End:

Notes:

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

Saturday 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

Saturday Week 12

Date:

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

Prospecting Blocks
Start:
End:
Start:
End:
Start:
End:

Notes:

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

Sunday Week 12

RE	ST:		
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:		
What can i do to chisare i in ge	- The optimal sleep cach inght.		

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 Week 13

Highest Paying	Client Category	A:	
Highest Paying	g Client Category	В:	
Highest Paying	g 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:		1.	
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 13	Date:
	U. Dida Tirayada	
Revie	w: How Did I Do This Week?	
Pofloct: W	/hat Can I Do Better Next Weel	, 2
Reflect: W	mat can i Do Better Next Weel	Kr
21	Piggost Goals This Wook	
1	Biggest Goals This Week	
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2.		
3		
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:	

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

Date:

Week 13

Daily Scorecard:		
Contact Attempts		
Contacts Reached		
Appointments Scheduled		
Appointments Kept		
Contracts Signed		
Deals Closed		
Notes:		
Cupata the the rights that source metivation to drive the action		

Prospecting Blocks
Start:
End:
Start:
End:
Start:
End:

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

Tuesday 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		

Tuesday

Date:

Week 13

Daily Scorecard:	Prospecting Block
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 t	he actions that produce results.
	·

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

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.
Foday's thoughts:	

Thursday 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

Thursday week 13

Date:

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

Prospecting Blocks
Start:
End:
Start:
End:
Start:
End:

Notes:

Create the thoughts that cause motivation to drive the actions that produce results.	
Today'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:		
Contact Attempts		
Contacts Reached		
Appointments Scheduled		
Appointments Kept		
Contracts Signed		
Deals Closed		
	Notes:	
Create the thoughts that cause motivation to drive the actions		

Prosp	ecui	ıg	DIOCKS
Start:			

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

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

Saturday 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		

Saturday Week 13

Date:

Daily	/ Scorecard:	

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

Pr	OS	oec	tin	g B	loc	ks
_						

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

Notes:

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

Sunday Week 13

Date:

<u>RI</u>	EST:
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 g	getting optimal sleep each night:

FAMIL	<u>v</u>	
Am I taking enough time out of		
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	ve family time?	

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

Other Tasks

_ Quarter 👨	ate:
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Goals This Quarter & were t	they accomplished?
•	
l.	
5.	
5.	
Review: How Did I Do	This Quarter?
Refection: What Can I Do Be	etter Next Quarter?
Total Quarterly Scorecard:	
Contact Attempts	Did I Contact My
Contacts Reached	Highest Paying
Appointments Scheduled	Client's?
Appointments Kept	13 Category A
Contracts Signed	13 Category B
Deals Closed	13 Category C
Notes:	

Notes:

Notes:

Notes:

Notes:

Notes:

Notes:

Notes:

Notes: