

Sales Dials	Contacts	Appts.	Sits	Apps	Referrals	Safe \$
Friday				Life		
				Ann.		
Saturday				Life		
				Ann.		
Sunday				Life		
				Ann.		
Monday				Life		
				Ann.		
Tuesday				Life		
				Ann.		
Wednesday				Life		
				Ann.		
Thursday				Life		
				Ann.		
TOTAL				Life		
				Ann.		
Recruiting Dials	Interviews	FasTracts	New In School	Agents Contracted	PD1stIP *	
Friday						
Saturday						
Sunday						
Monday						
Tuesday						
Wednesday						
Thursday						
TOTAL						

	Fri	Sat	Sun	Mon	Tue	Wed	Thu
7:00am							
8:00am							
9:00am							
10:00am	Activity call 10am ET						
11:00am							
12:00pm							
1:00pm						Wednesday Call 12:30pm ET	Product call 1pm ET
2:00pm							
3:00pm							
4:00pm							
5:00pm							
6:00pm							
7:00pm							
8:00pm							
9:00pm							

Attended HotSpot?

Guests Invited _____

Guests Attended _____

Leads this week _____

Lists this week _____

Total Apps _____

Green Sheets _____

Referrals _____

House Hires _____

Total Life AP \$ _____

Total \$ Found \$ _____

Total Annuities \$ _____

Total Commissions \$

* PD1stIP means "Personal Direct First Issued Paid", or the number of new recruits who recieved their first commission check.

Sales Dials	Contacts	Appts.	Sittings	Applications	
Friday				Life Ann.	
Saturday				Life Ann.	
Sunday				Life Ann.	
Monday				Life Ann.	
Tuesday				Life Ann.	
Wednesday				Life Ann.	
Thursday				Life Ann.	
TOTAL	300	45	20	16	Life 10 Ann. 2

SAMPLE

Recruiting Dials	Interviews	New In School	FasTracts	Agents Contracted
Friday				
Saturday				
Sunday				
Monday				
Tuesday				
Wednesday				
Thursday				
TOTAL	100	22	4	3

HotSpots attended	<u>1</u>	Leads this week	<u>30</u>	Life AP	<u>\$ 9,500</u>
Guests invited	<u>5</u>	Lists this week	<u>2</u>	Annuity AP	<u>\$ 90,000</u>
Guests checked in	<u>3</u>	Help Ratio*	<u>40%</u>	Commissions	<u>\$ 9,000.00</u>
		Referrals	<u>35</u>		

*Help ratio = Leads/Sales

The Alliance

Oct. 3 - Oct. 9

	Friday	Saturday	Sunday	Monday	Tuesday	Wednesday	Thursday
6:00am							
7:00am	PENDING		FAMILY				
8:00am		8		\$ 8:00 - NENTON NO SHOW 9:15 - CLARK	ANN \$ 8:00 - STUARD NO SALE 9:15 - CRAFT	8:00 AM	8:00
9:00am						SEND IN APPS/PENDING	REC. DIALS
10:00am	Alliance Activity call 10am ET						
11:00am	FOLLOW-UP W/ PPL @ OPP MEETING	SALES DIALS		\$ 10:30 - NIFOLY	\$ 10:30 - HALL	11:00	
12:00pm		12:30		NO SALE 11:45 - HARTMAN	NO SHOW 11:45 - EMERY		
1:00pm						Wednesday Call 12:30pm ET	Product call 1pm ET
2:00pm						2:00 REC. DIALS	
3:00pm				\$ 2:30 - HILL	ANN \$ 2:30 - BROWN		
4:00pm				\$ 3:45 - MASON	NO SHOW 3:45 - JOHNSON		
5:00pm				\$ 5:00 - WASUR	\$ 5:00 - WHITE		
6:00pm			5:30	NO SALE 6:15 - SAITH	\$ 6:15 - TATTON		
7:00pm	FAMILY	FAMILY	SALES DIALS	NO SALE 7:30 - BECK	\$ 7:30 - GONZALEZ		6:30 OPP MTG!
8:00pm			8:30	NO SHOW 8:45 - DAN	\$ 8:45 - ROBERTS		
9:00pm	READ 15 min						

SAMPLE