# Weekly Activity & Call Tracking

**Week of:_____ (Thursday – Wednesday)** **Met Weekly Goal:** **Yes / No** **TeamSubmit Date:_____**

**Thursday Dials:_____** **Monday Dials:_____** **Total Week's Dials:_____**

**NA/No Contact_____** **NA/No Contact_____** **Total Leads_____**

**Appts Set_____** **Appts Set_____** **Lead Type_____**

**VM____ Txts____ Emails_____** **VM____ Txts____ Emails_____** **Weekly Doorknocks:_____** **N/A_____**

**Contact_____ Sits_____ Appt Set_____**

**Weekly Totals:**

**Appt Set: _____ Sits_____ Sold_____ AP: Life_____ Annuity_____ Commission paid_____**

**Interviews_____ Contracts_____ Pre Licensing_____ // Next Week Goal_____**

## Call Tracking

**O = Call No Answer** **X = Answered but not Scheduled** **√ = Appointment Schedules**

| Calls | | | | | | | | | | Appts |
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| Calls | | | | | | | | | | Appts |
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| | | | | | | | | | | 80 |
| | | | | | | | | | | 90 |
| | | | | | | | | | | 100 |

**Date _____**

**Dials_____**

**Appts_____**

**Start_____**

**End_____**

## Call Tracking

**O = Call No Answer** **X = Answered but not Scheduled** **√ = Appointment Schedules**

| Calls | | | | | | | | | | Appts |
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| Calls | | | | | | | | | | Appts |
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**Date _____**

**Dials_____**

**Appts_____**

**Start_____**

**End_____**