Weekly Numbers Due Each Monday before Noon to Coach

Name: Date:

	Week	Goal
Days worked		
Hours Practicing Scripts		
Hours Lead Generating - Marketing		
Hours Lead Generating - Prospecting		
Dials Made		
Contacts Made from Phone		
Contacts Face-To-Face		
Contacts Made Digitally (2-way)		
Total Contacts Made		
Total Appointments Made (buy or sell)		
Listing Appointments Completed		
Listings Taken		
Listings Turned Down		
Listings - Expired		
Price Reductions		
Listings Withdrawn/Cancelled		
Listings Gone Under Contract		
Buyer Consulting Appointments		
Buyer Agreements Written		
Buyer Contracts Written		
Deals Closed		
Income Paid		
Deals Fell Apart		
Current # Pending Contracts		
Total Listings in Inventory (Active)		
Total Buyer Rep Agreements (Active)		

On a scale of 0-100% what percent am I committed to doing what it takes to succeed:

What successes did I have last week that I want to celebrate:

What is most important for me to accomplish in the upcoming week:

Anything else to note:

List all current written contracts (even if already reported):

Address	Contract Price

List all current active listings:

Address	List Price