

Weekly Production Report

WEEK BEGINNING

Name: _____

SUMMARY RESULTS:

Calls:	GOAL:	ACTUAL:																					
Referral Requests	GOAL:	ACTUAL:																					
10 Days of Pain	Su ___ Mo ___ Tu ___ We ___ Th ___ Fr ___ Sa ___ (Leave blank for Day 6)																						
Leads	New Leads: Total ___ A ___ B ___ C ___ Drop ___																						
Buyer Appts Set	<table style="width: 100%; text-align: center; border-collapse: collapse;"> <tr> <td>1</td><td>2</td><td>3</td><td>4</td><td>5</td><td>6</td><td>7</td><td>8</td><td>9</td><td>10</td><td>11</td><td>12</td><td>13</td><td>14</td><td>15</td><td>16</td><td>17</td><td>18</td><td>19</td><td>20</td><td>21</td> </tr> </table>		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21			

TIMEBLOCKING

	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
8					
9			Sales Mtg		
10					
11					
12					
1					
2					
3					
4					
5					
6					
7					

BEST THINGS THIS WEEK
MY BIGGEST CHALLENGE THIS WEEK
GOALS I MET THIS WEEK!
GOALS FOR NEXT WEEK

Walk-ins:	1	5	10	15	20	25															
Follow up Calls:	1	5	10	15	20	25	30	35	40	45	50	55	60	70	80	90	100	110	120	130	150
Note Cards Sent:	1	5	10	15	20	25	30	35	40	45	50	55	60	70	80	90	100	110	120	130	150
Homes Previewed:	1	5	10	15	20	25	30	35	40	45	50	55	60	70	80	90	100	110	120	130	150
Email Follow up:	1	5	10	15	20	25	30	35	40	45	50	55	60	70	80	90	100	110	120	130	150
B's into drip system	1	5	10	15	20	25	30	35	40	45	50	55	60	70	80	90	100	110	120	130	150
C's into drip system	1	5	10	15	20	25	30	35	40	45	50	55	60	70	80	90	100	110	120	130	150
After-hours phone calls	1	5	10	15	20	25	30	35	40	45	50	55	60	70	80	90	100	110	120	130	150
Minutes of Script Practice	5	10	15	20	25	30	35	40	45	50	55	60	OTHER: _____	WITH: _____							
Number of Face to face Appointments	1	5	10	15	20	25	MORE: _____														
Open Houses?	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
Contracts Written	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
Closings	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
Other:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
Other:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21

YEARLY CLOSED TO DATE _____ **YEARLY GOAL** _____ **YTD TO MEET GOAL:** _____