

Your 30 Days to Dollars Plan

Month: _____

Pro-Active Activity

	Week 1		Week 2		Week 3		Week 4		Totals	
Calls/ Conversations	G*	A*	G	A	G	A	G	A	G	A
SOI- F & F	G	A*	G	A	G	A	G	A	G	A
Open House	G	A	G	A	G	A	G	A	G	A
Online Leads	G	A	G	A	G	A	G	A	G	A
Network/ Volunteer	G	A	G	A	G	A	G	A	G	A
Circle Prospecting/ Pop by	G	A	G	A	G	A	G	A	G	A

*G = Goals

*A = Actuals

Why do these activities? To get into the "sales cycle." Work for a total of 25 contacts/week.