

## Weekly Activity Results

| <b>SUDDEN \$UCCESS</b><br><i>Business Building Activities</i> | MON<br>G / A | TUES<br>G / A | WED<br>G / A | THURS<br>G / A | FRI/<br>SAT/<br>SUN | TO<br>Weekly Pts<br>per Activity |
|---|--------------|---------------|--------------|----------------|---------------------|----------------------------------|
| 1. Names added to the database (1)                            | /            | /             | /            | /              | /                   |                                  |
| 2. Personal notes to the database (1)                         | /            | /             | /            | /              | /                   |                                  |
| 3. Phone calls to the database (1)                            | /            | /             | /            | /              | /                   |                                  |
| 4. Personal visits to the database (1)                        | /            | /             | /            | /              | /                   |                                  |
| 5. E-mails sent to database (1)                               | /            | /             | /            | /              | /                   |                                  |
| 6. Sudden encounters (1)                                      | /            | /             | /            | /              | /                   |                                  |
| 7. Farm Area Door-Knocking Contacts (1)                       | /            | /             | /            | /              | /                   |                                  |
| 8. "Just listed/Just sold" & Open House calls (1)             | /            | /             | /            | /              | /                   |                                  |
| 9. Expired Listing Calls (1)                                  | /            | /             | /            | /              | /                   |                                  |
| 10. FSBO Calls (1)  | /            | /             | /            | /              | /                   |                                  |
| 11. Open House Held (2)                                       | /            | /             | /            | /              | /                   |                                  |
| 12. Buyer or Seller Customers obtained (3)                    | /            | /             | /            | /              | /                   |                                  |
| 13. Showing appointments (5)                                  | /            | /             | /            | /              | /                   |                                  |
| 14. Listing appointments (5)                                  | /            | /             | /            | /              | /                   |                                  |
| 15. Contracts written (10)                                    | /            | /             | /            | /              | /                   |                                  |
| 16. Listings taken (10)                                       | /            | /             | /            | /              | /                   |                                  |
| 17. Listing Sold/Buyer Offer Accepted (10)                    | /            | /             | /            | /              | /                   |                                  |
| 18. Business-to-Business Contacts (2)                         | /            | /             | /            | /              | /                   |                                  |
| 19. Home Warming Party set-up (5)                             | /            | /             | /            | /              | /                   |                                  |
| <b>Total Points Daily</b>                                     | /            | /             | /            | /              | /                   |                                  |

## WEEKLY PRODUCTION RESULTS

| <b>Production Activity</b> | MON | TUES | WED | THURS | FRI | Sat/ Sun | <b>Transaction Totals</b> |
|----------------------------|-----|------|-----|-------|-----|----------|---------------------------|
| LISTINGS                   | /   | /    | /   | /     | /   | /        |                           |
| SALES                      | /   | /    | /   | /     | /   | /        |                           |
| LISTINGS SOLD              | /   | /    | /   | /     | /   | /        |                           |
| <b>TOTALS</b>              | /   | /    | /   | /     | /   | /        |                           |