

DAILY PLANNER & CALL REPORT

Residential Worksheet

NAME: _____ DATE: _____

TIME	APPOINTMENT NAME/TASK	APPOINTMENT ADDRESS	PHONE	LEAD TYPE	SOLD YES/NO	RMR SOLD
8:00 AM						
8:30 AM						
9:00 AM						
9:30 AM						
10:00 AM						
10:30 AM						
11:00 AM						
11:30 AM						
12 NOON						
12:30 PM						
1:00 PM						
1:30 PM						
2:00 PM						
2:30 PM						
3:00 PM						
3:30 PM						
4:00 PM						
4:30 PM						
5:00 PM						
5:30 PM						
6:00 PM						
6:30 PM						
7:00 PM						
7:30 PM						
8:00 PM						
8:30 PM						
9:00 PM						

SALES RESULTS		Actual Results	Performance Standards	PROSPECTING RESULTS		Actual Results	Performance Standards
NUMBER OF DEMOS:			2/DAY	NUMBER OF REFERRALS & EIS CALLED:			10/DAY
AMOUNT OF RMR SOLD:			\$30/DAY	NUMBER OF CONTINUOUS CUSTOMER CONTACTS:			5/DAY
AMOUNT INSTALLS SOLD:			\$225/DAY	NUMBER OF PROFESSIONAL REFERRAL PROGRAMS ENROLLED:			2/DAY
NUMBER OF SYSTEMS SOLD:			1/DAY	NUMBER OF MAIL OUTS:			50 PIECES
PERCENT OF SELF GEN SOLD:			40% SG/MO	NUMBER OF BREAK IN REPORT CANVASING:			25/DAY
NUMBER OF REFERRALS & EIS RECEIVED:			10/DAY	NUMBER OF CLOVERLEAFS:			25/DAY
PERCENT OF ACH:			40%	NUMBER OF CRIME WATCH MEETINGS:			1/DAY
				NUMBER OF BUS TO BUS:			5/DAY

