

Activity Worksheet (Field Sales)

Week of:							
	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Totals
Door Knocks							
Presentations							
# of Sales							
Annual Premium							
Delivery Notices							
Neighbors Door							
Referrals							
Time Started							
Time Ended							
Number of Leads Ordered for the week							
Were you on all the conference calls?							
Did you schedule time to be helped?							
Did you help an agent on your team?							
# of Recruits talked to							
# of new hires							
Target Activity / Results: \$1,000 AP per/day, if not met 5 presentations, if not met 50 doors (10 leads and 5 around each lead)							

Activity Worksheet (Tele-Sales)

Week of:							
	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Totals
# of Dials							
Talk Time (Roughly)							
Presentations							
# of Sales							
Annual Premium							
Referrals							
Time Started							
Time Ended							
Number of Leads Ordered for the week							
Were you on all the conference calls?							
Did you schedule time to be helped?							
Did you help an agent on your team?							
# of Recruits talked to							
# of new hires							
Target Activity / Results: \$1,000 AP per/day, if not met 5 hours talk time, if not met 250 dials							