



					Actual	Actual	Actual	Actual	Actual
Activity/Results	Daily	Weekly	Monthly	Quarterly	Week 1	Week 2	Week 3	Week 4	Week 5
<b>Current/CLIENTS</b>									
Appointments									
Additional Business Generated									
Referrals Generated									
LinkedIn Recommendations									
Testimonials									
Referrals given									
Connect via LinkedIn									
Uncover associations									
Total Revenue from clients									
<b>NETWORKING EVENTS/ Groups</b>									
Events									
Networking Meetings									
Appointments generated									
<b>PROSPECTING</b>									
Calls									
Appointments generated									
Foot canvassing calls									
Appointments generated									
Net new appointments									
<b>CENTERS OF INFLUENCE</b>									
Appointments									
Referrals Generated									
<b>TOP 50 PROGRAM</b>									
Letters sent									
Emails									
<b>LINKEDIN</b>									
Complete profile									
Add new linkedin contacts									
Get linkedin recommendations									
Referrals generated									
<b>RESULTS</b>									
Proposals									
Sales									
Total revenues									