



DAY: S M T W T F S

Date:

"To Invest In People's Lives  
As They Invest In Real Estate"



BUSINESS TOP ITEM

PERSONAL GROWTH TOP ITEM

HEALTH TOP ITEM

WEALTH TOP ITEM

SUCCESS LIST Pareto Rule (80/20) TOP 4

- 1.
- 2.
- 3.
- 4.

TO DO LIST TOP 10

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

ADDITIONAL NOTES

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**CALLS/TEXTS:** 1 2 3 4 5 6 7 8 9 10 11 12 13  
14 15 16 17 18 19 20 21 22 23 24 25 26 27  
28 29 30 31 32 33 34 35 36 37 38 39 40 41  
42 43 44 45 46 47 48 49 50

**CONNECTS:** 1 2 3 4 5 6 7 8 9 10 11 12 13 14  
15 16 17 18 19 20 21 22 23 24 25

SUMMARY

| Calls/Texts | Connects | Appt. Set | Referrals | Received | Given |
|-------------|----------|-----------|-----------|----------|-------|
|             |          |           | ----->    |          |       |

ACTION SCORE

| Behavior/Action                           | Points | Achieved |
|-------------------------------------------|--------|----------|
| 10 Phone Calls/Texts- 10 (1 point per)    | 1      |          |
| Handwritten Notes/Cards - 5 (1 point per) | 1      |          |
| Home Showings (2 pts each)                | 2      |          |
| Writing Offers (10 pts)                   | 10     |          |
| Ratified Offer (10 pts)                   | 10     |          |
| Closing (10 pts)                          | 10     |          |
| Face-to-Face (10 pts per meeting)         | 10     |          |
| Home Inspection (5 pts)                   | 5      |          |
| Open House (10 pts)                       | 10     |          |
| Role Play (5 pts per hour)                | 5      |          |
| Preview NG Listings (5 pts)               | 5      |          |
| ICS (10 pts per meeting)                  | 10     |          |
| **Daily Goal is 40 Points                 | Total  |          |

Today I was a:\_\_\_/10

Reason: \_\_\_\_\_

One Word: \_\_\_\_\_

I implemented it with:

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