



## APPOINTMENT AND PROSPECTING TIMES

8:30 \_\_\_\_\_

9:00 \_\_\_\_\_

9:30 \_\_\_\_\_

10:00 \_\_\_\_\_

10:30 \_\_\_\_\_

11:00 \_\_\_\_\_

11:30 \_\_\_\_\_

12:00 \_\_\_\_\_

12:30 \_\_\_\_\_

1:00 \_\_\_\_\_

1:30 \_\_\_\_\_

2:00 \_\_\_\_\_

2:30 \_\_\_\_\_

3:00 \_\_\_\_\_

3:30 \_\_\_\_\_

4:00 \_\_\_\_\_

4:30 \_\_\_\_\_

5:00 \_\_\_\_\_

5:30 \_\_\_\_\_

6:00 \_\_\_\_\_

6:30 \_\_\_\_\_

7:00 \_\_\_\_\_

7:30 \_\_\_\_\_

8:00 \_\_\_\_\_

8:30 \_\_\_\_\_

9:00 \_\_\_\_\_

## ACTION/CONTACTS

Farming \_\_\_\_\_

Listings/Previewed \_\_\_\_\_

F.S.B.O.'S \_\_\_\_\_

Previous Client - Follow ups \_\_\_\_\_

Open House Contacts \_\_\_\_\_

Properties Shown \_\_\_\_\_

Expired Listings \_\_\_\_\_

Telephone Prospecting \_\_\_\_\_

Sphere of Influence \_\_\_\_\_

## PHONE CALLS TO MAKE

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

## RESULTS

Listing Presentations \_\_\_\_\_

Listings Obtained \_\_\_\_\_

Offers Written & Presented \_\_\_\_\_

Sales Made/Escrows Open \_\_\_\_\_

## 5 THINGS I AM GRATEFUL FOR

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## 5 THINGS I AM RELEASING TODAY

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## 5 THINGS I WANT TO ATTRACT

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