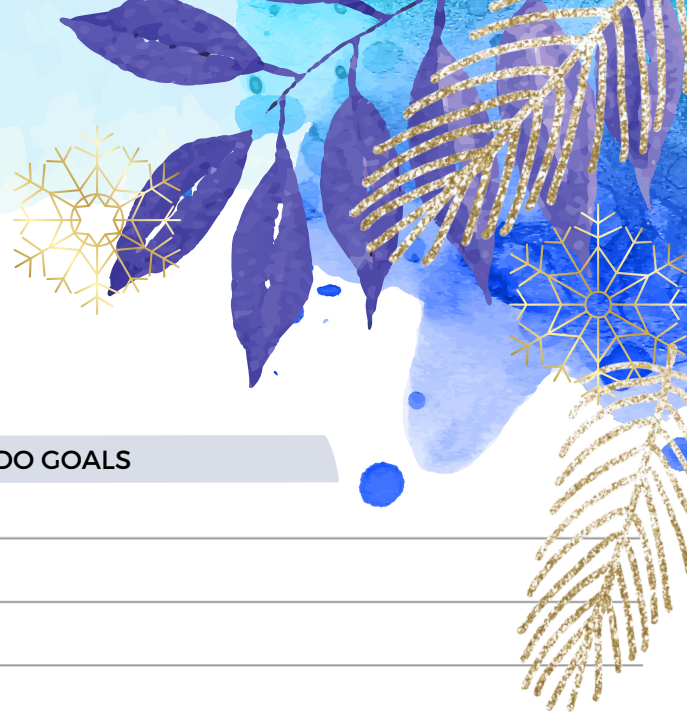


GOALS: 2022

JANUARY

S	M	T	W	T	F	S
						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					



TOP 5 MUST DO GOALS

1st Happy New Year!

DAILY HABIT TO TRACK:

1 2 3 4 5 6 7 8 9 10 15 20 25 30

POP-BYS NOTES



1.	1.	21.
2.	2.	22.
3.	3.	23.
4.	4.	24.
5.	5.	25.
6.	6.	26.
7.	7.	27.
8.	8.	28.
9.	9.	29.
10.	10.	30.
	11.	31.

APPTS.

1.	13.	33.
2.	14.	34.
3.	15.	35.
4.	16.	36.
5.	17.	37.
6.	18.	38.
7.	19.	39.
8.	20.	40.

CALLS

1.	26.	51.	76.
2.	27.	52.	77.
3.	28.	53.	78.
4.	29.	54.	79.
5.	30.	55.	80.
6.	31.	56.	81.
7.	32.	57.	82.
8.	33.	58.	83.
9.	34.	59.	84.
10.	35.	60.	85.
11.	36.	61.	86.
12.	37.	62.	87.
13.	38.	63.	88.
14.	39.	64.	89.
15.	40.	65.	90.
16.	41.	66.	91.
17.	42.	67.	92.
18.	43.	68.	93.
19.	44.	69.	94.
20.	45.	70.	95.
21.	46.	71.	96.
22.	47.	72.	97.
23.	48.	73.	98.
24.	49.	74.	99.
25.	50.	75.	100.

MONTHLY ACTION PLAN

TRANSACTION GOAL: _____
 ACTUAL: _____

REFERRAL GOAL: _____
 ACTUAL: _____

LIST/BUY APPT GOAL: _____
 ACTUAL: _____

"CONTACTS" GOAL: _____
 ACTUAL: _____

ADD UP TOTAL
 "CONTACTS" BELOW

CONVERSATIONS: _____

NOTES: _____

POP-BYS: _____

FACE-TO-FACE APPTS: _____

NEW PPL ADDED TO
 DATABASE: _____

**1-10 RATE THIS MONTH'S
 PRODUCTIVITY**

WIN FOR THE MONTH:

GOALS: 2022

FEBRUARY



S	M	T	W	T	F	S
		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					

TOP 5 MUST DO GOALS

- 13th Super Bowl
- 4-20 Winter Olympics
- 14th Valentine's Day
- 21st Presidents' Day

DAILY HABIT TO TRACK:

_____ ○ 1 ○ 2 ○ 3 ○ 4 ○ 5 ○ 6 ○ 7 ○ 8 ○ 9 ○ 10 ○ 15 ○ 20 ○ 25 ○ 30 ○

POP-BYS NOTES

- | | | |
|-----|-----|-----|
| 1. | 1. | 21. |
| 2. | 2. | 22. |
| 3. | 3. | 23. |
| 4. | 4. | 24. |
| 5. | 5. | 25. |
| 6. | 6. | 26. |
| 7. | 7. | 27. |
| 8. | 8. | 28. |
| 9. | 9. | 29. |
| 10. | 10. | 30. |

APPTS.

- | | | |
|----|-----|-----|
| 1. | 11. | 31. |
| 2. | 12. | 32. |
| 3. | 13. | 33. |
| 4. | 14. | 34. |
| 5. | 15. | 35. |
| 6. | 16. | 36. |
| 7. | 17. | 37. |
| 8. | 18. | 38. |
| | 19. | 39. |
| | 20. | 40. |

CALLS

1.	26.	51.	76.
2.	27.	52.	77.
3.	28.	53.	78.
4.	29.	54.	79.
5.	30.	55.	80.
6.	31.	56.	81.
7.	32.	57.	82.
8.	33.	58.	83.
9.	34.	59.	84.
10.	35.	60.	85.
11.	36.	61.	86.
12.	37.	62.	87.
13.	38.	63.	88.
14.	39.	64.	89.
15.	40.	65.	90.
16.	41.	66.	91.
17.	42.	67.	92.
18.	43.	68.	93.
19.	44.	69.	94.
20.	45.	70.	95.
21.	46.	71.	96.
22.	47.	72.	97.
23.	48.	73.	98.
24.	49.	74.	99.
25.	50.	75.	100.

MONTHLY ACTION PLAN

TRANSACTION GOAL: _____
 ACTUAL: _____

REFERRAL GOAL: _____
 ACTUAL: _____

LIST/BUY APPT GOAL: _____
 ACTUAL: _____

"CONTACTS" GOAL: _____
 ACTUAL: _____

ADD UP TOTAL
 "CONTACTS" BELOW

CONVERSATIONS: _____

NOTES: _____

POP-BYS: _____

FACE-TO-FACE APPTS: _____

NEW PPL ADDED TO
 DATABASE: _____

**1-10 RATE THIS MONTH'S
 PRODUCTIVITY**

WIN FOR THE MONTH:

CALLS

1.	26.	51.	76.
2.	27.	52.	77.
3.	28.	53.	78.
4.	29.	54.	79.
5.	30.	55.	80.
6.	31.	56.	81.
7.	32.	57.	82.
8.	33.	58.	83.
9.	34.	59.	84.
10.	35.	60.	85.
11.	36.	61.	86.
12.	37.	62.	87.
13.	38.	63.	88.
14.	39.	64.	89.
15.	40.	65.	90.
16.	41.	66.	91.
17.	42.	67.	92.
18.	43.	68.	93.
19.	44.	69.	94.
20.	45.	70.	95.
21.	46.	71.	96.
22.	47.	72.	97.
23.	48.	73.	98.
24.	49.	74.	99.
25.	50.	75.	100.

MONTHLY ACTION PLAN

TRANSACTION GOAL: _____
 ACTUAL: _____

REFERRAL GOAL: _____
 ACTUAL: _____

LIST/BUY APPT GOAL: _____
 ACTUAL: _____

"CONTACTS" GOAL: _____
 ACTUAL: _____

ADD UP TOTAL
 "CONTACTS" BELOW

CONVERSATIONS: _____

NOTES: _____

POP-BYS: _____

FACE-TO-FACE APPTS: _____

NEW PPL ADDED TO
 DATABASE: _____

**1-10 RATE THIS MONTH'S
 PRODUCTIVITY**

WIN FOR THE MONTH:
