

# 2022 *action tracker*

	JAN	FEB	MAR	APR	MAY	JUN
Intentional Convos:						
Handwritten Notes:						
Pop-Bys:						
Face to Face Appts:						
List/Buy Appts:						
New Add to Database:						
TOTAL "CONTACTS":						
Events:						
Referrals Received:						
Transactions Closed:						
	JUL	AUG	SEP	OCT	NOV	DEC
Intentional Convos:						
Handwritten Notes:						
Pop-Bys:						
Face to Face Appts:						
List/Buy Appts:						
New Add to Database:						
TOTAL "CONTACTS":						
Events:						
Referrals Received:						
Transactions Closed:						

# 20 22

## THIS IS HOW IT WILL BE DONE

The key to my success is to **focus on the essentials & be consistent in the execution.**

I believe in this lead generating action plan to build a pipeline throughout the year.

Lead Gen #1:

Lead Gen #2:

Lead Gen #3:

## THIS YEAR, I WILL ACCOMPLISH

### ANNUAL INCOME GOAL

Net Income: \_\_\_\_\_  
Gross Income: \_\_\_\_\_

### ANNUAL SALES GOAL

Sales Volume: \_\_\_\_\_  
Avg. Sales Price: \_\_\_\_\_

### TRANSACTION GOAL

Annual: \_\_\_\_\_  
Monthly: \_\_\_\_\_

### REFERRAL GOAL

Annual: \_\_\_\_\_  
Monthly: \_\_\_\_\_

### LIST/BUY APPT GOAL

Annual: \_\_\_\_\_  
Monthly: \_\_\_\_\_

### TOTAL CONTACT GOAL

Monthly: \_\_\_\_\_  
Daily: \_\_\_\_\_  
(5 Day Work Week)

**THIS IS THE BUSINESS PLAN I  
DESIGNED TO ACCOMPLISH  
MY GOALS IN 2022**