

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**