



Sales & Marketing Actions

Week of: _____

I promised I would make _____ appointments and I made _____.
 I called _____ people to get those appointments.

For next week I will set _____ appointments by making _____ phone calls.

New Appointments made	Appointments Held
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____
4. _____	4. _____

New Business Promised	New Business Received
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____
4. _____	4. _____

Name	Target Follow up Action	Date
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____
4. _____	_____	_____

Note Cards	
1. _____	6. _____
2. _____	7. _____
3. _____	8. _____
4. _____	9. _____
5. _____	10. _____

Attend Networking Events

1. _____
2. _____

Your results are a function of your actions not your worth as a person