

Activity / Accountability Worksheet

Agent: _____

Month: _____ Week #: _____

| | Door Knock | Apt Set (< 48 hours) | Presentation No Close | Closed Sale | SERVICE (Reinstate/ Save Policy) Complete FCGS Forms | Made 10 Outgoing Phonecalls | Referral (Client / Agent) | Same Day V2V with Referral | Daily Total | Daily Goal |
|------|------------|--------------------------|--------------------------|-------------|--|-----------------------------------|---------------------------------|----------------------------------|----------------|---------------|
| | 1/2 Point | 2 Points | 4 Points | 5 Points | 3 Points | 1 Point | 1 Point | 2 Points | Actual | Target |
| Mon | | | | | | | | | | |
| Tue | | | | | | | | | | |
| Wed | | | | | | | | | | |
| Thur | | | | | | | | | | |
| Fri | | | | | | | | | | |
| Sat | | | | | | | | | | |
| Sun | | | | | | | | | | |

Schedule /
Hours

| Reasonable Monthly Production Outcomes | | | |
|--|----------|-----------|----------|
| Pts Day | Pts Week | Pts Month | AP |
| 20 | 100 | 400 | \$10,000 |
| 30 | 150 | 600 | \$15,000 |
| 40 | 200 | 800 | \$20,000 |

Weekly Total: _____

Previous Total: _____

Monthly Total