

Activity / Accountability Worksheet

Agent: _____

Month: _____ Week #: _____

	Door Knock	Apt Set (< 48 hours)	Presentation No Close	Closed Sale	Reinstate / Redate	Service / Complete FCGS Forms	Referral (Client / Agent)	Daily Total	Daily Goal
	1/2 Point	2 Points	4 Points	5 Points	3 Points	3 Points	1 Point	Actual	Target
Mon									
Tue									
Wed									
Thur									
Fri									
Sat									
Sun									

Schedule / Hours

Reasonable Monthly Production Outcomes			
Pts Day	Pts Week	Pts Month	AP
16	80	320	\$8,000
20	100	400	\$10,000
30	150	600	\$15,000
40	200	800	\$20,000

Weekly Total: _____

Previous Total: _____

Monthly Total