Activity/Results Daily Weekly Monthly Quarterl Annually Week 1 Week 2 Week 3 Week 4 Week 5 Month Activational Business Generated Additional Business Generated LinkedIn Recommendations NETWORKING Events Networking Meetings COI Meetings Referrals generated PROSPECTING Calls Appointments generated Drop bys Appointments generated TOP 50 PROGRAM Touches OTHER EFFORTS Speaking engagements Social Media Posts Net new appointments Revenues from new clients Revenues from new clients Revenues from new clients Revenues from new clients Revenues from new sisting clients Natual Actual Ac							BusinessDevelopmentUniversity.com 877.310.1370					
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