

## BDU Goal Sheet

### Description



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Activity/Results	Daily	Weekly	Monthly	Quarterly	Annually
<b>Current/CLIENTS</b>					
Appointments					
Additional Business Generated					
Referrals Generated					
LinkedIn Recommendations					
Testimonials					
Referrals given					
Connect via LinkedIn					
Uncover associations					
Total Revenue from clients					
<b>NETWORKING EVENTS/ Groups</b>					
Events					
Networking Meetings					
Appointments generated					
<b>PROSPECTING</b>					
Calls					
Appointments generated					
Foot canvassing calls					
Appointments generated					
Net new appointments					
<b>CENTERS OF INFLUENCE</b>					
Appointments					
Referrals Generated					
<b>TOP 50 PROGRAM</b>					
Letters sent					
Emails					
<b>LINKEDIN</b>					
Complete profile					
Add new linkedin contacts					
Get linkedin recommendations					
Referrals generated					
<b>RESULTS</b>					
Proposals					
Sales					
Total revenues					

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**Date Created**

April 12, 2016

**Author**

admin

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