

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

