

BDU PHONE PROSPECTING TRACKER

Use this simple tool to check off each dial you make throughout the week, as well as write down anyone you got on the phone and any appointments you were able to set, so that you can determine how many calls and contacts it takes for you to get one net new appointment.

CALLS				CONTACTS		APPOINTMENTS	
1	26	51	76	1		1	
2	27	52	77	2		2	
3	28	53	78	3		3	
4	29	54	79	4		4	
5	30	55	80	5		5	
6	31	56	81	6		6	
7	32	57	82	7		7	
8	33	58	83	8		8	
9	34	59	84	9		9	
10	35	60	85	10		10	
11	36	61	86	11		11	
12	37	62	87	12		12	
13	38	63	88	13		13	
14	39	64	89	14		14	
15	40	65	90	15		15	
16	41	66	91	16		16	
17	42	67	92	17		17	
18	43	68	93	18		18	
19	44	69	94	19		19	
20	45	70	95	20		20	
21	46	71	96	21		21	
22	47	72	97	22		22	
23	48	73	98	23		23	
24	49	74	99	24		24	
25	50	75	100	25		25	