## **WEEKLY ACTIVITY TRACKING**

Center of Influence

Name:			BESMAICH
Week	From:	to:	REAL ESTATE

Week	From:			to:		REAL ESTATE			
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CONTACTS	MON	TUES	WED	THUR	FRI	SAT	SUN	GOAL	ACTUAL
Buyers Call									
Lead Follow Up									
Center of Influence (COI)									
Expireds (X)									
FSBOs (BO)									
Past Clients (PC)									
Just Listed/ Sold (JL)									
Sign Calls (SC)									
Canvassing (C)									
Total									
LEADS	MON	TUES	WED	THUR	FRI	SAT	SUN	GOAL	ACTUAL
Center of Influence (COI)									
Expireds (X)									
FSBOs (BO)									
Past Clients (PC)									
Just Listed/ Sold (JL)									
Sign Calls (SC)									
Canvassing (C)									
Total									
TOTALS	MON	TUES	WED	THUR	FRI	SAT	SUN	GOAL	ACTUAL
Days Worked									
Hours worked									
Hours prospected									
Contacts									
Leads Generated									
Appointment Set									
Listing appointments									
Listings taken									
Listings sold									
Buyers appointments									
Buyer sales made									
Price Reductions									
Listings exp./ cxl'd									
Listing inventory									
Income Earned									