



## "Presentations lead to Production"

Name: \_\_\_\_\_

ACTIVITY TRACKER for month of: \_\_\_\_\_

This month's goal: \_\_\_\_\_

Day	Exposures	Total	Follow Ups	Total	Team Calls	Total	3 Ways	Total	Sitdown <sup>(1)</sup>	PBR	Read	Exerc.	Game plans
eg:		3		8		5		3	1	-	√	√	
1													
2													
3													
4													
5													
6													
7													
8													
9													
10													
11													
12													
13													
14													
15													
	SubTotal:												
16													
17													
18													
19													
20													
21													
22													
23													
24													
25													
26													
27													
28													
29													
30													
31													
	SubTotal:												
	Total:		____/day				____/day						

	<b>LegalShield Convention</b>
# of associates	Event Date:
*Current Total:	
Goal by end of month:	
Goal by convention:	

	L.D. Exp.	*Invited Guests [Weekly Briefing]
1		
2		
3		
4		
5		

\*Use pencil [Who are your 5 guests each week?]  
LD=Long Distance Exposure

**Daily Goals:**  
Exposures \_\_, Follow ups \_\_, 3 Way Calls \_\_, Sitdowns \_\_, PBRs \_\_  
(1) P=Phone Overview, D=Decision Maker meeting, E=Enrollment

10 in Play / <u>Hot</u> List		Personal Team	
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			

* New Associate Fast Start: Deadline 1st Step FST M A						
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						

\*Write name of Fast Start Pending Associate & Fast Start Deadline Date  
 Check off box if did First Step Gameplan (1st Step)  
 Check off box if they attended Fast Start Training (FST)  
 Write in number of current Members (M) and Associates (A) they enrolled

**Current Perform. Club Points:**

Get Registered for National event <i>this</i> month	
1	
2	
3	
4	
5	
Name	Perf. Club Points
1	
2	
3	
4	
5	
6	
7	
8	
9	
10	

Notes