

	MON	TUES	WED	THUR	FRI	SAT	SUN
	GOALS VS. ACTUAL	GOALS VS. ACTUAL	GOALS VS. ACTUAL	GOALS VS. ACTUAL	GOALS VS. ACTUAL	GOALS VS. ACTUAL	GOALS VS. ACTUAL
FARM MAILERS/ NOTES							
FARM JL/JS CALLS							
FACEBOOK POSTS/ ADS							
NEW LEADS							
NETWORKING CONTACTS							
VIDEO POSTS							
INTERNET ADS							
LEAD FOLLOW- UPS							
LISTING APPTS.							
BUYER APPTS.							
NEW CONTACTS							

JL– Just Listed
 JS– Just Sold