



# DIALING TRACKER

RATIO OF APPOINTMENTS TO LEADS:

A LEADS	A1 LEADS	B LEADS	C LEADS	IPL LEADS	MailCo <small>3-9 months</small>	LeadCo <small>2nd chance</small>
2:3	1:4	1:7	1:10	1:5	1:6	1:6

DATE: 7-26-2023

START TIME: 8 AM

END TIME: 9 AM

NUMBER OF LEADS	DIALS	CONTACTS	APPOINTMENTS
Lead Type: <u>A1</u> <del>123</del> <del>123</del> <del>123</del> <del>123</del> <del>123</del> <del>123</del> <del>123</del> <del>123</del> <del>123</del> <u>30</u> ↓	<del>123</del> <del>123</del> <del>123</del> <del>123</del> <del>123</del> <del>123</del> <del>123</del> <del>123</del> <del>123</del> <del>123</del> <del>123</del> <del>123</del> <del>123</del> <del>123</del> <del>123</del> <u>75</u> ↓	<del>123</del> <del>123</del> <del>123</del> <u>15</u> ↓	<del>123</del> <del>123</del> <u>6</u> ↓
Lead Type: _____ ↓ Each time you pick up a lead sheet to dial.	↓ Each time you press the "green" button on your phone. Triple Dial Each Number!	↓ Each time a person picks up the phone	↓ Each appointment set.

If you book the same amount of appointments every week, this is your projected income\*:

WEEKLY APPOINTMENTS	5	8	10	12	15	18	20
WEEKLY INCOME	\$925	\$1,480	\$1,850	\$2,200	\$2,775	\$3,300	\$3,700
ANNUAL INCOME	\$46,000	\$74,000	\$92,000	\$111,000	\$139,000	\$166,000	\$185,000

\*These are projections for agents and not a guarantee