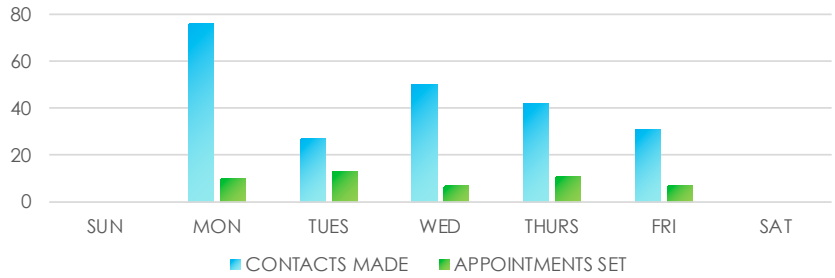


COLD CALL TRACKING SHEET TEMPLATE

MONTH	WEEKLY CALLING GOAL	WEEKLY CONTACT GOAL	WEEKLY MEETING GOAL
JAN	275	40	10



User to complete non-shaded cells, only.

CALLS MADE

	SUN	MON	TUES	WED	THURS	FRI	SAT	TOTAL	TOTAL KEY
Week 1	0	85	35	75	70	35	0	300	ON TRACK
Week 2	0	65	50	70	65	30	0	280	UNDER GOAL
Week 3	0	52	65	65	60	25	0	267	
Week 4	0	55	42	60	55	20	0	232	
Week 5	0	45	55	55	0	0	0	155	
TOTAL	0	302	247	325	250	110	0	1,234	

CONTACTS MADE

	SUN	MON	TUES	WED	THURS	FRI	SAT	TOTAL	SUCCESS RATE
Week 1	0	22	7	5	16	4	0	54	18%
Week 2	0	11	6	20	5	12	0	54	19%
Week 3	0	16	5	13	7	6	0	47	18%
Week 4	0	8	4	8	14	9	0	43	19%
Week 5	0	19	5	4	0	0	0	28	18%
TOTAL	0	76	27	50	42	31	0	226	18%

APPOINTMENTS SET

	SUN	MON	TUES	WED	THURS	FRI	SAT	TOTAL	SUCCESS RATE
Week 1	0	3	0	1	2	2	0	8	3%
Week 2	0	4	3	2	2	1	0	12	4%
Week 3	0	0	2	2	3	3	0	10	4%
Week 4	0	1	2	0	4	1	0	8	3%
Week 5	0	2	6	2	0	0	0	10	6%
TOTAL	0	10	13	7	11	7	0	48	4%