

ACTIVITY TRACKER



LEADS DIALED

1	2	3	4	5	6	7	8	9	10	11	12	13	14
15	16	17	18	19	20	21	22	23	24	25	26	27	28
29	30	31	32	33	34	35	36	37	38	39	40	41	42
43	44	45	46	47	48	49	50	51	52	53	54	55	56
57	58	59	60	61	62	63	64	65	66	67	68	69	70
71	72	73	74	75	76	77	78	79	80	81	82	83	84
85	86	87	88	89	90	91	92	93	94	95	96	97	98
99	100	101	102	103	104	105	106	107	108	109	110	111	112
113	114	115	116	117	118	119	120	121	122	123	124	125	126
127	128	129	130	131	132	133	134	135	136	137	138	139	140
141	142	143	144	145	146	147	148	149	150	151	152	153	154
155	156	157	158	159	160	161	162	163	164	165	166	167	168
169	170	171	172	173	174	175	176	177	178	179	180	181	182
183	184	185	186	187	188	189	190	191	192	193	194	195	196

Each box = 1 Dial

PICKUPS

1	2	3	4	5	6	7	8	9	10	11	12	13	14
15	16	17	18	19	20	21	22	23	24	25	26	27	28
29	30	31	32	33	34	35	36	37	38	39	40	41	42
43	44	45	46	47	48	49	50	51	52	53	54	55	56
57	58	59	60	61	62	63	64	65	66	67	68	69	70
71	72	73	74	75	76	77	78	79	80	81	82	83	84
85	86	87	88	89	90	91	92	93	94	95	96	97	98
99	100	101	102	103	104	105	106	107	108	109	110	111	112
113	114	115	116	117	118	119	120	121	122	123	124	125	126
127	128	129	130	131	132	133	134	135	136	137	138	139	140
141	142	143	144	145	146	147	148	149	150	151	152	153	154
155	156	157	158	159	160	161	162	163	164	165	166	167	168
169	170	171	172	173	174	175	176	177	178	179	180	181	182
183	184	185	186	187	188	189	190	191	192	193	194	195	196

Each box = 1 Pickup

TOTAL PRESENTATIONS

CLOSED DEALS / AP \$\$\$

KILLING ZOMBIES

This system doesn't ignore objections — it tracks them. Every "zombie" you face is valuable data. Every kill? Growth.

(Place tally marks under each objection)

Phase 1: Intro-Initial Deflection

I'm Busy

I'm Not Interested

Looking For Benefits

I Already Have Coverage

I Don't Remember Filling This Out

Phase 2: Numbers-Hesitation Stage

Think About It

Talk To My Wife

Send It In The Mail

Phase 3: Application-Trust Issues

Social Objection

Banking Objection

10K A WEEK OR DIE

We all must suffer from one of 2 things, the pain of discipline or the pain of regret!

DAILY ACTIVITY GOALS

100-150 LEADS
TRIPLE DIALS - STAY CONSISTENT

5-8 PRESENTATIONS
EVERY PITCH COUNTS

2-3 CLOSSES
FINISH STRONG

20 PUSH-UPS FOR EVERY
FUMBLE
ACCOUNTABILITY BUILDS
DISCIPLINE