

# DIALING TRACKER

Tracking your dialing and weekly activity to know your expected income

## RATIO OF APPOINTMENTS TO LEADS

| A Leads | B Leads | C Leads | MailCo 3-9mo |
|---------|---------|---------|--------------|
| 2 : 3   | 1 : 6   | 1 : 10  | 1 : 7        |

DATE: \_\_\_\_\_

START TIME: \_\_\_\_\_

END TIME: \_\_\_\_\_

| DIALS | CONTACTS | APPOINTMENTS |
|-------|----------|--------------|
|       |          |              |

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   | \$3,330   | \$3,700   |
| ANNUAL INCOME       | \$46,000 | \$74,000 | \$92,000 | \$111,000 | \$139,000 | \$166,000 | \$185,000 |