



DIALING TRACKER

RATIO OF APPOINTMENTS TO LEADS:

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

DATE: _____

START TIME: _____

END TIME: _____

NUMBER OF LEADS	DIALS	CONTACTS	APPOINTMENTS
Lead Type: _____			
Lead Type: _____			

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.*