

# 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: \_\_\_\_\_

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



**THEODORE  
GROUP**