TOM HOPKINS™
INTERNATIONAL

Tom Hopkins'

Daily Activity Graph

"Successful people do things that failures do not like to do."

Give yourself daily points for any of the following:	Day of the Month																													**Total for each left-to-right column**
	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	
New Clients Identified 2 pts for each																																
Cold Calls Made 5 pts for each																																
Contacts Made 2 pts for each																																
Visits or Meetings Scheduled 2 pts for each																																
Product Information Distributed 2 pts for each																																
Presentations Prepared 3 pts for each																																
Presentations Given 2 pts each																																
Closed Sales 10 pts for each																																
Dollar Volume of Product Marketed 1 pt for every $50																																
Referrals Received 3 pts for each																																
Thank You Notes Sent w/ Business Card 3 pts for each																																
Follow Up Calls Made 1pt for each																																
Attended Sales Meeting or Business Function 3 pts for each																																
Total Point Count for the Day																																