*Tom Hopkins'*

# Daily Activity Graph

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

| **Give yourself one point (1) 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 | |
| See By Owner | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Look at New Property | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Show Property | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Door Knocking — 1 Point for Each Home Owner You Talk To | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Listing Appointment | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Listing Reduction; $500 or More | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Listing Extension; 30 Days or More | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Open House — 1 Point for Each Contact You Get Name & Phone # On | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Any Cold Contact Where You Get Phone # | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Referral Customer | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Thank You Note — 1 Point for Each Sent w/ Business Card Enclosed | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Mail-Outs or Direct Mail Ads — 1 Point for Each 20 Sent | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Phone Canvasing — 1 Point for Each 10 You Talk To | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Total Point Count for the Day** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |