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																																