EQUIS FINANCIAL

Name: _____ **Week of:** _____ to _____

Number of dials

																							25
																							50
			G	E	T	T	I	N	G		S	T	A	R	T	E	D						75
																							100
			Y	O	U		C	A	N		D	O		I	T	!							125
																							150
			A	L	M	O	S	T		T	H	E	R	E	!								175
																							200

Minimum # of Dials: 200

																							225
			G	R	E	A	T		J	O	B	!	!	!									250
																							275
			T	O	P		P	R	O	D	U	C	E	R									300

Rock Star # of dials: 300

*__X__=No Answer, Busy, Not Home, etc… __CB__=Call Back __NI__=Not Insterested

*__O__=Taken Care of Already __A__=Appointment set (also highlight square)

Appointments set

Minimum # of Appts: 10

Rock Star # of Appointments: 15

Number of sits

Number of homes protected

# of homes protected: _____ Divided by: # of sits _____ Equals: Close ratio: _____ %