

Activity Log

Quarter 2 (2005) Activities, Appointments and Closed Transactions

			April Monthly Total		May Monthly Total		June Monthly Total		Quarter 2Totals			Quarter 2 (2005) Plan vs. Actual		
Sources Of Business	Quarterly Activity Goal	Monthly Activity Goal	Activities	Appts	Activities	Appts	Activities	Appts	Activities Performed	Appts from Activities	Quarterly Activities Performed	Planned Closed Transactions	Actual Closed Transactions	% of Closed Goals
Sphere of Influence	60	20	15	2	4	0	0	0	19	2	32%	1.25	0	0%
Floor Duty	3	1	1	0	0	0	0	0	1	0	33%	0.25	0	0%
Just Listed Cards	400	133	80	0	50	0	0	0	130	0	32%	0.5	0	0%
Past Clients	20	6	4	1	1	2	0	0	5	3	25%	0.75	1	133%
Open Houses	4	1	2	1	1	1	0	0	3	2	75%	1	0	0%
Geographic Farm	750	250	200	1	200	0	0	0	400	1	53%	0.5	0	0%
Referral From Sphere	100	33	15	1	10	0	0	0	25	1	25%	1	1	100%
Referral - Past Client	50	16	4	0	0	1	0	0	4	1	8%	1	1	100%
Other	-	-	-	-	-	-	-	-	-	-	-	-	0	-
											Total	6.25	3	48%