

## Activity Log

### YTD Totals for (5/28/2005)

	YTD Goals and Totals				Percentage of Goal		Results Per		
Sources Of Business	Appts from Activities	Activities Performed	Goal for Closed Transactions	Actual Closed Transactions	Activities Performed	Closed Transactions	Number Activities Per Appointment	Number Activities / Transaction	Number Appointments Per Transaction
Sphere of Influence	8	55	2.03	2	57%	99%	7	27.5	4
Floor Duty	1	1	0.41	0	25%	0%	1		
Just Listed Cards	0	330	0.81	1	51%	123%	0	330	0
Past Clients	7	21	1.22	2	66%	164%	3	10.5	3.5
Open Houses	5	14	1.62	1	200%	62%	3	14	5
Geographic Farm	4	1650	0.81	1	136%	123%	413	1,650	4
Referral From Sphere	3	67	1.62	1	41%	62%	23	67	3
Referral - Past Client	1	41	1.62	1	51%	62%	41	41	1
Other	-	-	-	0	-	-	-	-	-
		<b>Total</b>	10.14	9		89%			