

OUTPUT VS INCOME

T R A C K E R

Agent Name:

WEEK DATES: / / Through / /

	THUR	FRI	SAT	SUN	MON	TUE	WED
Leads Dialed							
Dial Hours							
Field Appointment Hours							
Follow-Up Hours							

Total Dial Hours → **Total** Field Hours → **Total** Follow-Up Hours → **COMBINED TOTAL HRS**

WEEKLY LEAD PLAN (# OF LEADS)

Fresh Leads CRM Leads Aged Leads

LEAD SOURCE NAME	# LEADS
#1	
#2	
#3	
#4	

WEEKLY OUTPUT SUMMARY

Number of Appointments →

Number of Sales →

Total AP →

Number of Follow-Ups →

Total Deposited Commision $\div 2$ **50%** \rightarrow **Towards Business*** & **50%** \rightarrow **Personal Payout**

COMBINED TOTAL HRS \div = **NET PAY PER HOUR** \$

*Money to deposit in business account for lead spend, taxes and any additional business expenses.