



## WEEKLY ACTIVITIES WORKSHEET EXAMPLE

It's important to measure all prospecting activities so you can see which strategies are effective and which aren't. This is important to do on a weekly basis. Here's an example of just a few things you should record each week.

ACTIVITIES	YOUR RESULTS
Hours Spent Calling	
Prospecting Calls	
Presentations Scheduled	
Presentations Delivered	
Revenue Target Achieved	
Volume Target Achieved	
Hours Spent Calling (#) / Revenue Acieved (\$)	