

*"A successful business is a contagious attraction."
 –Andy Albright*

Sales Dials	Contacts	Appts.	Sittings	Applications
Friday				Life
				Ann.
Saturday				Life
				Ann.
Sunday				Life
				Ann.
Monday				Life
				Ann.
Tuesday				Life
				Ann.
Wednesday				Life
				Ann.
Thursday				Life
				Ann.
TOTAL				Life
				Ann.

Recruiting Dials	Interviews	New In School	FasTracts	Agents Contracted
Friday				
Saturday				
Sunday				
Monday				
Tuesday				
Wednesday				
Thursday				
TOTAL				

HotSpots attended _____	Leads this week _____	Life AP	\$ _____
Guests invited _____	Lists this week _____	Annuity AP	\$ _____
Guests checked in _____	Help Ratio* _____	Commissions	\$ _____
	Referrals _____		

Remember to send these numbers to your manager to be reviewed on the Friday NAAActivity Call with Barry Clarkson!

*Help ratio = Leads/Sales

The Alliance

	Friday	Saturday	Sunday	Monday	Tuesday	Wednesday	Thursday
6:00am							
7:00am							
8:00am							
9:00am							
10:00am	NAActivity call 10am ET						
11:00am							
12:00pm							
1:00pm						Wednesday Call 12:30pm ET	Product call 1pm ET
2:00pm							
3:00pm							
4:00pm							
5:00pm							
6:00pm							
7:00pm							
8:00pm							
9:00pm							