

Sales Tools/Activity Planning/Weekly Score Card

Weekly Scorecard

Date _____

Name: _____

Week Of: _____

Telephone Prospecting:

Monday:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	
Tuesday:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	Dials
Wednesday:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	X Contacts
Thursday:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	⊙ Leads
Friday:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	● Appt. Set

Total Dials: _____	Total Contacts: _____
Total New Appointments Scheduled: _____	New Leads Generated: _____

New Appointments Seen			
	Name	New Acct Y or N	Account Description
1	_____	_____	_____
2	_____	_____	_____
3	_____	_____	_____
4	_____	_____	_____
5	_____	_____	_____
6	_____	_____	_____

Follow-Up Appointment Seen			
	Name	New Acct Y or N	Account Description
1	_____	_____	_____
2	_____	_____	_____
3	_____	_____	_____
4	_____	_____	_____
5	_____	_____	_____
6	_____	_____	_____