Monthly Goals\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Example only (not to be construed as a guarantee to what you can achieve)

Number of calls to field per month \_\_\_\_\_\_\_\_\_\_\_\_

Appointments- face to face or internet sign ups (25% of calls) \_\_\_\_\_\_\_\_\_

Accounts signed (20-25% of calls) \_\_\_\_\_\_\_\_\_

(You should be signing 85% of the appointments you have all the questions should have been answered before the appointment and the prospective owner should be told you are having the appointment to sign the contract and get a deposit)