Write down what you did every 30 minutes throughout the day. This helps you determine where you're wasting time at work.

Record your points for each activity. Calls and emails must be for prospecting only.

For every dial you make, draw a slash through the box. If you have a meaningful conversation with a prospect, draw an X.

**Dials**

| 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 |
|---|---|---|---|---|---|---|---|---|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|
| 26 | 27 | 28 | 29 | 30 | 31 | 32 | 33 | 34 | 35 | 36 | 37 | 38 | 39 | 40 | 41 | 42 | 43 | 44 | 45 | 46 | 47 | 48 | 49 | 50 |

## Activity Tracker

| Time |
|------|
| 7:30 |
| 8 |
| 8:30 |
| 9 |
| 9:30 |
| 10 |
| 10:30 |
| 11 |
| 11:30 |
| 12 |
| 12:30 |
| 1 |
| 1:30 |
| 2 |
| 2:30 |
| 3 |
| 3:30 |
| 4 |
| 4:30 |
| 5 |
| 5:30 |
| 6 |
| 6:30 |
| 7 |
| 7:30 |

## 61 Points of Rhythm

| Activity | Worth | | Actual |
|----------|-------|---|--------|
| Calls | 1 | Per call | |
| Emails/Texts | 1 | Per email | |
| Handwritten Notes | 2 | Per Note | |
| 2 Homes 1 Client | 10 | Per 2 homes | |
| Buyer/Listing Appointment | 10 | Per Apt | |
| Buyer/Listing Agreement | 10 | Per Agreement | |
| Offer Written | 10 | Per Offer | |
| Closing | 15 | Per Closing | |
| Open House | 10 | Per Hour | |
| Door Knocking | 1 | Per Door | |
| 1MT 1MT | 1 | 1 More Thing 1 More Time | |
| Role Play Script | 10 | Per Hour | |
| TOTAL | | | |

## Prospecting Times

| Session 1 | |
|-----------|--|
| Start Time: | |
| End Time: | |
| Total Min Called: | |

| Session 2 | |
|-----------|--|
| Start Time: | |
| End Time: | |
| Total Min Called: | |
| **TOTAL:** | |

Record your total number of contacts and appointments here.

## Prospecting Totals

| | |
|--|--|
| Contacts: | |
| Apts Set | |
| Listing Apts Set: | |
| Lender Apts Set | |

Use this section to take notes during calls. Revisit your notes after your prospecting time is over to set the prospect up.

## To Do's & Notes

One more thing, one more time: do one activity one more time to earn an extra point (one more phone call, one more email, etc.)

Download here: Training Center > RAMP > Week 1 > Session 2A

WORKMAN
SUCCESS SYSTEMS

Name:_____
Date:_____

# Daily Success Habits Tracker

| Dials | 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 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 26 | 27 | 28 | 29 | 30 | 31 | 32 | 33 | 34 | 35 | 36 | 37 | 38 | 39 | 40 | 41 | 42 | 43 | 44 | 45 | 46 | 47 | 48 | 49 | 50 |

## Activity Tracker

| Time |
|---|
| 7:30 |
| 8 |
| 8:30 |
| 9 |
| 9:30 |
| 10 |
| 10:30 |
| 11 |
| 11:30 |
| 12 |
| 12:30 |
| 1 |
| 1:30 |
| 2 |
| 2:30 |
| 3 |
| 3:30 |
| 4 |
| 4:30 |
| 5 |
| 5:30 |
| 6 |
| 6:30 |
| 7 |
| 7:30 |

## 61 Points of Rhythm

| Activity | Worth | | Actual |
|---|---|---|---|
| Calls | 1 | Per call | |
| Emails/Texts | 1 | Per email | |
| Handwritten Notes | 2 | Per Note | |
| 2 Homes 1 Client | 10 | Per 2 homes | |
| Buyer/Listing Appointment | 10 | Per Apt | |
| Buyer/Listing Agreement | 10 | Per Agree-ment | |
| Offer Written | 10 | Per Offer | |
| Closing | 15 | Per Closing | |
| Open House | 10 | Per Hour | |
| Door Knocking | 1 | Per Door | |
| 1MT 1MT | 1 | 1 More Thing 1 More Time | |
| Role Play Script | 10 | Per Hour | |
| TOTAL | | | |

## Prospecting Times

| Session 1 | |
|---|---|
| Start Time: | |
| End Time: | |
| Total Min Called: | |

| Session 2 | |
|---|---|
| Start Time: | |
| End Time: | |
| Total Min Called: | |
| TOTAL: | |

## Prospecting Totals

| | |
|---|---|
| Contacts: | |
| Apts Set | |
| Listing Apts Set: | |
| Lender Apts Set | |

## To Do's & Notes

| | |
|---|---|
| | |
| | |
| | |
| | |
| | |

| Save Form | Clear Form | Email Form |
|---|---|---|