MONTHLY ELF LEAD & IC TRACKER

Month Year: Name: Page ____ of ____

IC	HOT	$$$	NAME	SOURCE (in detail)	RESULT OF CALL	PHONE#/ E-MAIL	# CALLS
			1				
			2				
			3				
			4				
			5				
			6				
			7				
			8				
			9				
			10				
			11				
			12				
			13				
			14				
			15				
			16				
			17				
			18				
			19				
			20				

MONTHLY TOTALS

		GOAL	ACTUAL
L		16	
IC		8	
C		2	