

Name:

Date:

New GCI Goal:

Closed GCI:

### Open Houses (#)

Number	List Price	Visitors	Welcome	DYWTBI	WAYLF	Showings	M+D+MB	Feedback	ICs
1									
2									
3									
4									
5									
6									
7									
8									
9									
10									
11									
12									
Totals									

### Current Client Update Calls (#)

Week	Clients	Calls	Thank You	Offer	Any ?s	HAYF?	0-100?	EPAP	ASK
1									
2									
3									
4									
Totals									

### Ultimate 100 (#)

Week	Total #	Calls	TY Cards	Letter (1)	Video (1)	Event (1)
1						
2						
3						
4						
Totals						

### Forms In (✓)

Week	Turned In
1	
2	
3	
4	
Totals	

### Training Attendance (✓)

Week	Mon Call	Tues Call	Core Call	Thurs Mtg
1				
2				
3				
4				
Totals				

### Previews (# + ✓)

Week	Homes	Pic / Vid	Avg. Price
1			
2			
3			
4			
Totals			

### Listed / Pending / Sold (# + GCI)

Week	Listed	Pending	Closed	Total GCI
1				
2				
3				
4				
Totals				

### Initial Consultations (#)

Week	ICs	All 7 ?s	Feedback
1			
2			
3			
4			
Totals			