

THE DAILY SALES SCORECARD

KNOWING YOUR NUMBERS

Numbers, not feelings. Track the activity that creates the result.

DATE: _____ INCOME GOAL: _____

ATTITUDE (1-10): _____ PRIMARY ACTIVITY GOAL: _____

ACTIVITY	GOAL	ACTUAL
New Contacts		
Conversations		
Appointments Set		
Presentations		
Follow-Ups		
Sales		
Referrals		
Revenue		

END-OF-DAY REVIEW

Did my activity match the goal I said I wanted? YES / NO

Where did my attitude affect my activity today?

What number needs the most attention tomorrow?

End-of-day question: Did my ACTIVITY match the goal I said I wanted?

"The only two things you can control are your attitude and your activity."

CONTROL YOUR ATTITUDE. CONTROL YOUR ACTIVITY. KNOW YOUR NUMBERS.

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THE WEEKLY SALES SCORECARD

KNOWING YOUR NUMBERS

Review the week. Find the bottleneck. Choose the number that matters next.

WEEK OF: _____ WEEKLY INCOME GOAL: _____

AVG. ATTITUDE (1-10): _____ ACTUAL INCOME: _____

ACTIVITY	WEEKLY GOAL	ACTUAL
New Contacts		
Conversations		
Appointments Set		
Appointments Held		
Presentations		
Follow-Ups		
Sales		
Referrals		
Revenue		

WEEKLY COACHING REVIEW

What did I control well this week?

Where did my attitude affect my activity?

Which conversion is weakest?

What ONE number will I improve next week?

Weekly question: Which ONE number will create the biggest improvement next week?

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THE MONTHLY SALES SCORECARD

KNOWING YOUR NUMBERS

Turn 30 days of activity into a clear plan for the next 30.

MONTH: _____ MONTHLY INCOME GOAL: _____

AVG. ATTITUDE (1-10): _____ ACTUAL INCOME: _____

NUMBER	GOAL	ACTUAL	CONVERSION
Contacts			
Conversations			
Appointments Set			
Appointments Held			Show rate: ____%
Presentations			
Sales			Close rate: ____%
Average Sale			
Referrals			
Revenue			

MONTHLY BUSINESS REVIEW

What was my strongest number this month?

What was my broken number?

What caused the gap between goal and actual?

What ONE conversion will I improve next month?

Next month's income goal: _____ Required conversations: _____

Monthly question: What do the numbers tell me to do differently next month?

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