Monthly Activity Tracking Form

Month:_____

Activity 1: Add to your Contact List

	Name of Prospects/ Referrals
1	
2	
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Activity 2: Set Appointments

Day	Number of Dials Made	Number of Approaches	Appointments Set
1			
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29			
30			
31			
Totals			

Total Monthly Enrollments	
Total Monthly Approaches	
Approaches to Enrollments %	

The Enrollments to Approaches Percentage is calculated by dividing Total Enrollments by Total Approaches. (Enrollments ÷ Approaches)

Activity 3: Give Presentations

Presentations Given	Enrollments Closed	Career/Value Packs Sold	Membership Kits Sold	Referrals Received