

Contact & Lead Tracking Form

From: _____ to: _____

Contacts	MON	TUES	WED	THUR	FRI	SAT	SUN	Total
Sphere of influence								
Expireds								
FSBOs								
Past clients								
Just listed/sold								
Sign calls								
Ad calls								
Other								

Leads	MON	TUES	WED	THUR	FRI	SAT	SUN	Total
Sphere of influence								
Expireds								
FSBOs								
Past clients								
Just listed/sold								
Sign calls								
Ad calls								
Other								

Leads	MON	TUES	WED	THUR	FRI	SAT	SUN	Total
Hours worked								
Hours prospected								
Contacts								
Leads generated								
Buyer appointments set								
Buyer sales made								
Listing appointments set								
Listings taken								
Listings sold								
Price reductions								
Listings Expired								

Notes:
