

REALTOR® GREATNESS TRACKER

Weekly tracking for your lead generating activities

	Mon	Tues	Wed	Thurs	Fri	Sat/Sun	Total			
Face to Face 1-5 people										
Break Bread in addition to Face to Face										
Great Phone Calls with leads, referral partners, past clients, current clients must ask for business or 1 referral										
Events attend or host, 6 + people										
Videos										
Theme Day Calls	Called VIPs		Called Tuesday Updates		Called Hot and Old Leads		Called New Businesspeople			
	Yes	No	Yes	No	Yes	No	Yes	No		
Thank-you & Birthday Cards										
Leads non-internet										
Listing Agreement										
Purchase Contract										