

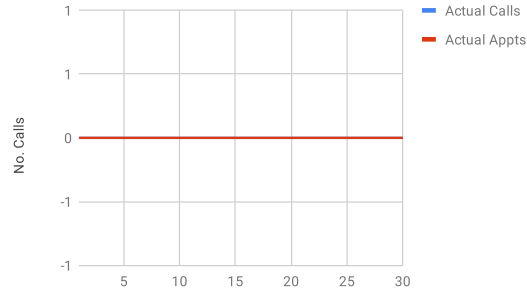
COLD CALLING TRACKER

Sales Period Start Day 4/26/2010

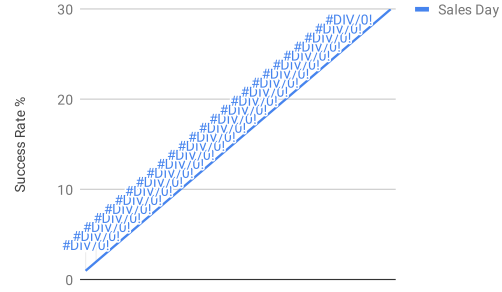
CALL GOALS HIT 0
Total Call Goals 0

APPT GOALS HIT 0
Total Appointment Goals 0

No. Calls and Appointments Made



Current Success Rate



TOTAL CALLS 0
TOTAL APPTS 0

HOW TO USE:

1. Decide on a frequency for your call/appt goal setting period - for example every week
2. On the first day of your goal setting period use the 'Targets' page to enter in the number of calls you intend to make and the number of appointments you hope to get for each day in that period. For example if your goal period is every week fill out 5 days of goals
3. Set your start date (Front Page D4)
4. Start making calls !
5. On the 'Week #' sheet , for each call enter a 'x' . If you get an appointment enter an 'x' in the appt box
6. The graphs will track your progress: The first chart tracks target and actual calls and appointments, the second chart tracks target and actual percentage success rates i.e appts/calls

	Sales Day	Calls Goal	Appt Goal
WEEK 1	1		
	2		
	3		
	4		
	5		
WEEK 2	6		
	7		
	8		
	9		
	10		
WEEK 3	11		
	12		
	13		
	14		
	15		
WEEK 4	16		
	17		
	18		
	19		
	20		
WEEK 5	21		
	22		
	23		
	24		
	25		
WEEK 6	26		
	27		
	28		
	29		
	30		

		WEEK BEGINNING					#VALUE!			
Call Number	MONDAY		TUESDAY		WEDNESDAY		THURSDAY		FRIDAY	
	Call	Appt	Call	Appt	Call	Appt	Call	Appt	Call	Appt
1										
2										
3										
4										
5										
6										
7										
8										
9										
10										
11										
12										
13										
14										
15										
16										
17										
18										
19										
20										
21										
22										
23										
24										
25										
Daily Totals	0	0	0	0	0	0	0	0	0	0
Daily Success Rate	0		0		0		0		0	
WEEKLY	ACTUAL									
NO. CALLS	0		[2]							
NO. APPTS	0									
SUCCESSION %	0.00%									

		WEEK BEGINNING					#VALUE!				
		MONDAY		TUESDAY		WEDNESDAY		THURSDAY		FRIDAY	
Call Number	Call	Appt	Call	Appt	Call	Appt	Call	Appt	Call	Appt	
1											
2											
3											
4											
5											
6											
7											
8											
9											
10											
11											
12											
13											
14											
15											
16											
17											
18											
19											
20											
21											
22											
23											
24											
25											
Daily Totals	0	0	0	0	0	0	0	0	0	0	
Daily Success Rate	0		0		0		0		0		
WEEKLY	ACTUAL										
NO. CALLS	0		[3]								
NO. APPTS	0										
SUCCESSION %	0.00%										

	WEEK BEGINNING						#VALUE!			
	MONDAY		TUESDAY		WEDNESDAY		THURSDAY		FRIDAY	
Call Number	Call	Appt	Call	Appt	Call	Appt	Call	Appt	Call	Appt
1										
2										
3										
4										
5										
6										
7										
8										
9										
10										
11										
12										
13										
14										
15										
16										
17										
18										
19										
20										
21										
22										
23										
24										
25										
Daily Totals	0	0	0	0	0	0	0	0	0	0
Daily Success Rate	0		0		0		0		0	
WEEKLY	ACTUAL									
NO. CALLS		0	[4]							
NO. APPTS		0								
SUCCESSION %		0.00%								

	WEEK BEGINNING						#VALUE!			
	MONDAY		TUESDAY		WEDNESDAY		THURSDAY		FRIDAY	
Call Number	Call	Appt	Call	Appt	Call	Appt	Call	Appt	Call	Appt
1										
2										
3										
4										
5										
6										
7										
8										
9										
10										
11										
12										
13										
14										
15										
16										
17										
18										
19										
20										
21										
22										
23										
24										
25										
Daily Totals	0	0	0	0	0	0	0	0	0	0
Daily Success Rate	0		0		0		0		0	
WEEKLY	ACTUAL									
NO. CALLS		0	[5]							
NO. APPTS		0								
SUCCES %		0.00%								

SS		WEEK BEGINNING					#VALUE!			
Call Number	MONDAY		TUESDAY		WEDNESDAY		THURSDAY		FRIDAY	
	Call	Appt	Call	Appt	Call	Appt	Call	Appt	Call	Appt
1										
2										
3										
4										
5										
6										
7										
8										
9										
10										
11										
12										
13										
14										
15										
16										
17										
18										
19										
20										
21										
22										
23										
24										
25										
Daily Totals	0	0	0	0	0	0	0	0	0	0
Daily Success Rate	0		0		0		0		0	
WEEKLY	ACTUAL									
NO. CALLS		0	[6]							
NO. APPTS		0								
SUCCESSION %		0.00%								

Customer Service Representative Performance Report

Sales Day	Actual		Targets		No Calls (App)	No Appts (App)	Success Rate	Success Rate		Target Success		Target Success		Call Goal Achieved		Appt Goal	
	Actual Calls	Target Calls	Actual Appts	Target Appts				Actual	Target	Actual	Target	Call Goal	Achieved	Appt Goal	Achieved		
1	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
2	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
3	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
4	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
5	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
6	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
7	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
8	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
9	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
10	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
11	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
12	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
13	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
14	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
15	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
16	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
17	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
18	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
19	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
20	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
21	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
22	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
23	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
24	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
25	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
26	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
27	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
28	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
29	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
30	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	
No Call Goals	0		0		0	0	0%	0%	0%	0%	0%	0%	0	0	0	0	

[1] Add your goal for this week here. Make sure it is achievable , but make it bigger than last week --
robertjamesclayton Mon
Apr 26 2010 15:18:13 GMT-0700 (PDT)

[2] Add your goal for this week here. Make sure it is achievable , but make it bigger than last week --
robertjamesclayton Mon
Apr 26 2010 15:18:13 GMT-0700 (PDT)

[3] Add your goal for this week here. Make sure it is achievable , but make it bigger than last week --
robertjamesclayton Mon
Apr 26 2010 15:18:13 GMT-0700 (PDT)

[4] Add your goal for this week here. Make sure it is achievable , but make it bigger than last week --
robertjamesclayton Mon
Apr 26 2010 15:18:13 GMT-0700 (PDT)

[5] Add your goal for this week here. Make sure it is achievable , but make it bigger than last week --
robertjamesclayton Mon
Apr 26 2010 15:18:13 GMT-0700 (PDT)

[6] Add your goal for this week here. Make sure it is achievable , but make it bigger than last week --
robertjamesclayton Mon
Apr 26 2010 15:18:13 GMT-0700 (PDT)