SML COACHING AGENT PREP FORM

NAME: _____ DATE: _____

A. ACTIONS YOU HAVE TAKEN SINCE OUR LAST CALL:

1.

2.

3.

4.

5.

B. OBSERVATIONS, WINS, INSIGHTS, A-HA'S, AND OR SUCCESSES SINCE LAST CALL:

1.

2.

3.

4.

5.

SHANNON MILLER-LUTZ (443) 857-8396 SHANNON@SMLCOACHING.COM

SML COACHING AGENT PREP FORM

C. THE ONE THING I WOULD LIKE TO FOCUS ON DURING OUR UP-COMING CALL:

D. PROMISES AND/OR ACTIONS TO BE TAKEN BETWEEN NOW AND THE NEXT CALL:

E. NUMBERS:

	WEEK	MONTH	YEAR	GOAL
CONTACTS:				
APPOINTMENTS:				
LISTINGS TAKEN:				
CONTRACTS WRITTEN:				
CONTRACTS RECEIVED:				
NEW PENDING SALES:				
CLOSINGS:				
GCI:				

TOTAL CURRENT LISTINGS: _____

CLOSED FOR THE YEAR: _____

PENDING FOR THE YEAR: _____

SHANNON MILLER-LUTZ (443) 857-8396 SHANNON@SMLCOACHING.COM