

Driver End of Day Update

Date: _____

1. Create Activity

What activity did you personally create today?

- Recruiting Signed #:
- Interviews Watched by AM Today:
- New Biz CPO Today:
- Demos for tomorrow:
- Demos completed today:
- Fire # & C-Row:
- Other activity created:

Biggest momentum you created today:

2. Overcommunicate

How did you communicate proactively today?

- ☐ Replied to all texts
- ☐ Replied to all emails
- ☐ Active in WhatsApp
- ☐ Followed up on assignments
- ☐ Sent updates before being asked
- ☐ Communicated tomorrow's plan

Anything still waiting on your response?

3. Develop People

- Close review
- Recommendations
- Phoning

Who needs work? Needs to be addressed and **put updates on the tracker?**

Driver Reflection

Biggest Win

Biggest Challenge

One thing I'll improve tomorrow

Did anyone have to remind you to do something today?

☐ No

☐ Yes

If yes, what?