

DATE: _____

LEAD GENERATION CHALLENGE

(S)

(M)

(T)

(W)

(T)

(F)

(S)

20 CONTACTS	NAME	OUTCOME/NOTES
Old Lead F/U	1	
	2	
	3	
	4	
	5	
DB Check Ins	6	
	7	
	8	
	9	
	10	
Text Message	11	
	12	
	13	
	14	
	15	
Social Media DM	16	
	17	
	18	
	19	
	20	
# of Letters Sent		