

## 20 Point Weekly Accountability Worksheet

**\* This form should be sent to your manager daily**

Agent: \_\_\_\_\_

Month: \_\_\_\_\_ Week#: \_\_\_\_\_

W E E K #	Door Knock  1/2 Point	Appt. Set (<48 hrs)  3 Points	Presentation No Close  4 Points	Closed Sale  5 Points	SERVICE (Reinstate/ Save Policy) Complete FCGS Forms 3 Points	Made 10 Outgoing Calls  1 Point	Referral (Client/Agent)  1 Point	Same Day F2F Referral  2 Points	DAILY GOAL  20 Points
Mon									
Tue									
Wed									
Thur									
Fri									
Sat									
Sun									

Reasonable Monthly Production Outcomes			
Pts Day	Pts Week	Pts Month	AP
20	100	400	\$10,000
30	150	600	\$15,000
40	200	800	\$20,000

Total Points: \_\_\_\_\_

Previous Total: \_\_\_\_\_

Monthly Total

