

Production Tracking Form:\_\_\_\_\_ (MONTH)

	Week 1	Week 2	Week 3	Week 4	Week 5
Mon.					
Tues.					
Wed.					
Thurs.					
Fri.					
Sat.					
Sun.					
Total					

Premium Total*	Annual Premium*	Advances*
\$50	\$600	\$315
\$100	\$1,200	\$630
\$250	\$3,000	\$1,575
\$417	\$5,000	\$2,625
\$834	\$10,000	\$5,250
\$1250	\$15,000	\$7,875
\$1667	\$20,000	\$10,500

*\*Advances estimates are based on agent’s contract, minus leads balance rate and chargebacks.*

20 Point Weekly Accountability Worksheet

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

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

Week #	Door Knock	Apt Set (<48 hrs)	Presentation No Close	Closed Sale	Saved Policy / Reinstste	Made 50 Outging Calls	3D 5 Referrals (Client/Agent)	3D Same Day V2V with Referral	Daily Goal 20 Points
	1/2 Point	3 Points	4 Points	5 Points	3 Points	5 Points	5 Points	2 PTS	
Mon									
Tue									
Wed									
Thur									
Fri									
Sat									
Sun									

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

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

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

Monthly Total