

Date:

AmeriBanc National, Ltd

Dare to do today what others will not so tomorrow you may have what others can not.

October 2004

S	M	T	W	T	F	S
						1 2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
						31

Today's Appointments

Required full presentations:

Schedule of the Day	1	2	3	4	5	6	7	8	9	10															
8:00	<b>Conduct 10 Follow-ups</b> 1 2 3 4 5 6 7 8 9 10																								
8:30																									
9:00																									
9:30																									
10:00	<b>40 Face to Face Contacts/Business Cards</b> 8:00 – 10:30 _____ 10:30 – 12:30 _____ 12:30 – 3:00 _____ 3:00 - 5:30 _____ <b>TOTAL :</b> _____																								
10:30																									
11:00																									
11:30																									
12:30																									
1:00	<b>Notes:</b>																								
1:30																									
2:00																									
2:30																									
3:00	<table border="0"> <thead> <tr> <th>GOALS:</th> <th>Target</th> <th>Actual</th> </tr> </thead> <tbody> <tr> <td>New Prospects:</td> <td>_____</td> <td>_____</td> </tr> <tr> <td>Referrals:</td> <td>_____</td> <td>_____</td> </tr> <tr> <td>Presentations:</td> <td>_____</td> <td>_____</td> </tr> <tr> <td>Sales:</td> <td>_____</td> <td>_____</td> </tr> </tbody> </table>										GOALS:	Target	Actual	New Prospects:	_____	_____	Referrals:	_____	_____	Presentations:	_____	_____	Sales:	_____	_____
GOALS:											Target	Actual													
New Prospects:											_____	_____													
Referrals:											_____	_____													
Presentations:											_____	_____													
Sales:	_____	_____																							
3:30																									
4:00																									
4:30																									
5:00																									
5:30																									
6:00																									

Return fax by 8:00am the following day with accomplishments and all leads to be placed on the board for the following days appointments.