

# THE CONCRETE GOALS TRACKER

The Rainmaking Edition!

I once read that effective executives focus only on tasks that move their company forward; **everything else can wait!** This edition of the CGT is designed specifically to encourage solo sales people to work it effectively.

WORKSHEET CGT01 SALES

CONCRETE GOALS TRACKER

## When are you Working It?

- 10** It's getting **repeat** business!
- 10** It's signing **new** business!
- 5** It's a **followup** interaction!
- 5** It's a **testimonial** or **referral**!
- 5** It's a hit from your **collateral**!
- 2** It's a **new face-to-face** contact!
- 2** It's an **exchange** of information!
- 2** It's **talking** to someone again!
- 1** It's **public** visibility!
- 1** It's being **remembered**!

WEEK BEGINNING

MONTH and DAY

YEAR

**2010**

10x  5x  2x  1x  =  MONDAY

10x  5x  2x  1x  =  TUESDAY

10x  5x  2x  1x  =  WEDNESDAY

10x  5x  2x  1x  =  THURSDAY

10x  5x  2x  1x  =  FRIDAY

10x  5x  2x  1x  =  SATURDAY

10x  5x  2x  1x  =  SUNDAY

END OF WEEK

TOTAL

MAINTAIN CONTINUITY NOTES HERE

WHAT ARE YOU DOING? WHAT HAVE YOU DONE?