



Playbook Agency- Activity Tracker

Date:

Closed Deals/ AP \$\$\$

Leads dialed

Objections/ Obstacles

- Gotta talk to my wife

- Hung up on intro

- Price issue/Unaffordable

- Im not interested

- I need to think about it

- Looking for benefits

- I dont remember filling this out/Im busy

- I already have coverage

- Send over paperwork

- Social/Bank Objection

Pickups

Total Presentations



We all must suffer one of 2 things, the pain of discipline or the pain of regret!

10k SUBMITTED A WEEK OR DIE