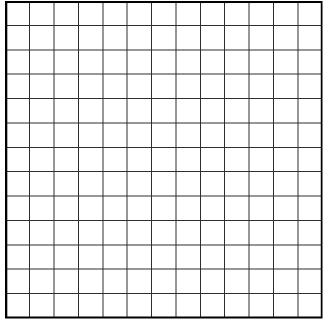


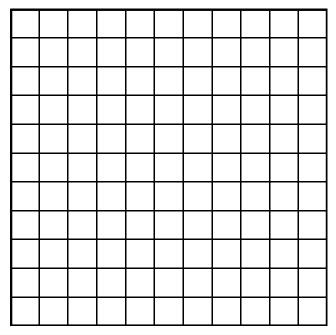
## Playbook Agency- Activity Tracker

Date:

## Leads dialed



## **Pickups**



**Total Presentations** 

Closed Deals/ AP \$\$\$

## **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



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