

Dial Log

One sheet per day. Business lines 9 to 5, homeowners 8 to 9 and 5 to 8. Double dial every number. Log every dial in the workbook at the regroup.

DATE

WIN CONDITION

A deal a day.

LEADS WORKED TODAY: SOURCE + COUNT

FIRST CALL OF THE DAY MADE AT

LAST CALL AT

hour	dials (tally)	contacts	convos 2 min+	apps	callbacks set	notes / who
8-9						
9-10						
10-11						
11-12						
12-1						
1-2						
2-3						
3-4						
4-5						
5-6						
6-7						
7-8						
Total						

DEALS PLACED TODAY (NAME, CARRIER, PREMIUM, DRAFT DATE)

CALLBACKS OWED TOMORROW (NAME, NUMBER, TIME)

OBJECTIONS HEARD TODAY, THEIR EXACT WORDS (TALLY REPEATS)

REFERRALS COLLECTED

ONE THING TO FIX IN THE OPENER TONIGHT