Name:

Call Night Results Total: | # of Calls: | # of Contacts: | # of Appointments: | # of Loan Apps:

Calls Made: (Tally Sheet)	Opportunities Made :			
	Name:	Source:	B , S , B-S , Loan App	Follow Up Notes:
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 32 33 34 35 36 37 38 39 40				
41 42 43 44 45 46 47 48 49 50				
51 52 53 54 55 56 57 59 59 60				
61 62 63 64 65 66 67 68 69 70				
71 72 73 74 75 76 77 78 79 80				
81 82 83 84 85 86 87 88 89 90				
91 92 93 94 95 96 97 98 99 100				
Contacts Made:				
1 2 3 4 5 6 7 8 9 10				
1 2 3 4 3 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 32 33 34 35 36 37 38 39 40				
41 40 40 44 45 40 47 40 40 50				
41 42 43 44 45 46 47 48 49 50				
51 52 53 54 55 56 57 59 59 60				
61 62 63 64 65 66 67 68 69 70				
71 72 73 74 75 76 77 78 79 80				
81 82 83 84 85 86 87 88 89 90				
91 92 93 94 95 96 97 98 99 100				

Call Objectives and questions :

- What specifics are they looking for in their next house?

-Time Frame -If not moving now then when?

" I understand your not looking to move now , are you planning to move within 6-12 months from now?"

- Own or Rent Currently - Will they need to list before they buy?

" Would a Free home valuation on your current home be helpful to you? "

- Will they need to be connected to a lender for loan pre -approval? Will you be paying cash for your next home or can I connect you to a lender for financing options?