

Q4 Appointment Setting Challenge

GOAL-SETTING WORKSHEET & CHECKLIST

My Appointment Goal: _____

Conversations Needed: _____

OCT-2018							NOV-2018							DEC-2018						
S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S
	1	2	3	4	5	6					1	2	3							1
7	8	9	10	11	12	13	4	5	6	7	8	9	10	2	3	4	5	6	7	8
14	15	16	17	18	19	20	11	12	13	14	15	16	17	9	10	11	12	13	14	15
21	22	23	24	25	26	27	18	19	20	21	22	23	24	16	17	18	19	20	21	22
28	29	30	31				25	26	27	28	29	30	23	24	25	26	27	28	29	
													30	31						

Circle each day you will prospect. "X" it out once you complete your calls.