

## Sample Weekly Plan

The Weekly Plan is intended to capture only the actions that are due this week from your 12 week plan. By creating a one-page plan each Monday, and working from it each day of the week, you will stay on track with your 12 week plan and make progress towards your 12 week goal.



### Tom Preston's Weekly Plan

#### Plan for Week 9 - Score: 0

Achieve 60 new Car apps

- Track referrals weekly and review in staff meeting
- Call all Auto renewals weekly
- Contact 50 clients/wk off list

Achieve 30 new Homes

- Contact 2 new mortgage brokers/wk
- Contact 1 mortgage broker/day (existing relationship)
- Contact 50 clients from list each week