

**DentedWeb**

**Source Leads:** 20% paid on all sales made to leads/referrals. Payment made upon completion of sale regardless of any special payment arrangements made with the client. An accepted down payment constitutes completion of sale agreement.

Your Name		
Your Phone Numbers		

Areas Called		Monday		Thursday
		Tuesday		Friday
		Wednesday		Saturday

<b>Lead 1</b>		<b>RESULTS</b>
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		
<b>Lead 2</b>		<b>RESULTS</b>
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		
<b>Lead 3</b>		<b>RESULTS</b>
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		
<b>Lead 4</b>		<b>RESULTS</b>
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		

<b>Lead 5</b>		<b>RESULTS</b>
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		
<b>Lead 6</b>		<b>RESULTS</b>
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		
<b>Lead 7</b>		<b>RESULTS</b>
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		
<b>Lead 8</b>		<b>RESULTS</b>
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		
<b>Lead 9</b>		<b>RESULTS</b>
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		

<b>Lead 10</b>		<b>RESULTS</b>
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		
<b>Lead 11</b>		<b>RESULTS</b>
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		
<b>Lead 12</b>		<b>RESULTS</b>
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		
<b>Lead 13</b>		<b>RESULTS</b>
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		
<b>Lead 14</b>		<b>RESULTS</b>
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		

<b>Lead 15</b>		<b>RESULTS</b>
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		
<b>Lead 16</b>		<b>RESULTS</b>
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		
<b>Lead 17</b>		<b>RESULTS</b>
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		
<b>Lead 18</b>		<b>RESULTS</b>
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		
<b>Lead 19</b>		<b>RESULTS</b>
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		

<b>Lead 20</b>		<b>RESULTS</b>
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		
<b>Lead 21</b>		<b>RESULTS</b>
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		
<b>Lead 22</b>		<b>RESULTS</b>
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		
<b>Lead 23</b>		<b>RESULTS</b>
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		
<b>Lead 24</b>		<b>RESULTS</b>
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		

Lead 25		RESULTS
Client's Name		
Client's Phone Number		
Client's Email Address		
Other Comments		
<p><b>Congratulations!</b> If you have filled out all 25 leads then you are well on your way to financial success. Now, don't forget to call your leads back and make friends with them. Remember, your job is not to sell products... but rather to make new friend so they will allow you to help them make good decisions about their web needs.</p>		

### Weekly Self Review

This self review will help you stay on track. Check YES or NO for each question.

	Review Criteria	YES	NO	Helpful Notes to Self
1.	Did you complete all 25 leads this week?			
2.	Did you relax and have fun on the phone?			
3.	Did you make at least 100 calls each day?			
4.	Did you talk to at least 25 people each day?			
5.	Did you call back those on last week's leads?			
6.	Did you make any new friends on the phone?			
7.	Did you sound as if you knew your product?			
8.	Did you spend at least 4 hours making calls?			
9.	Did you make your calls in an organized area?			
10.	Did you make your calls in a quiet area?			

Be sure to fill out the Weekly Self Review. It will help you stay on track and point out any areas of improvement you may need.

Additional Notes