

Agent: _____

Date Leads Given: _____

Call Performance Tracking

Lead Card #	Client Name	Appts Schd	BOP	CB	DNR	Notes
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						

Appts Schd - This is if you were able to schedule that lead card for an appointment

BOP - Blown on the Phone (no appointment booked, no real hope of booking an appointment - shopper or medical decline)

CB - Call Back - you speak to the client, cannot book an appt, but they want you to call them back

DNR - Did Not Reach (only account for a first time call for the week - for the entire week you had the card you DNR them)

NOTE : If you wish to receive leads the following week, this form must be completed and faxed back by Monday at midnight.