

Sales Manager \_\_\_\_\_ District \_\_\_\_\_ Week Of \_\_\_\_\_ To \_\_\_\_\_

Weekly Total FYC Writing Schedule \_\_\_\_\_ Weekly PLI Premium Writing Schedule \_\_\_\_\_

Sales Representative	Name											Unit Totals For The Week
	#											
	FYC Schedule											
Telephone Calls Completed												
Selling Calls												
Sales Contacts												
Fact-Find/Closes												
Apps. Submitted												
F.Y.C. (All Lines)												
P.L.I. Premium												
Referrals												
X Dates Obtained												
Fact-Find/Closes Scheduled Next Week												

**Sales Manager's Training Plans for Next Four Weeks**

Week of:	Name of S. R.	Agency	Type of Training	FYC Objective	No. of Appointments:	
					Needed:	To-Date