

Weekly Goal**2 / 5****Monthly Goal****6 / 22**

“Prospecting is the art of finding a needle in a haystack and then selling the hay.”

Date: 09/08/2026**Today's Goal**

Sell 2 units today

10 outbound calls by noon

Get 3 new HOT leads

Confirm 2 appointments

Lessons Learned

Ask for the sale earlier

Confirm perfect vehicle before test drive

Follow up same-day, not next-day

Present value to their life more in walk around

Today's Wins

Sold 1 Silverado - cash deal

Turned a "just looking" into a demo

5-star Google review from Tue buyer

Beat my call record - 32 calls

I NEED TO THINK ABOUT IT (NO NUMBERS)

Of course you need to think about it—I'd be doing the same! Honestly, I haven't given you enough information to make a decision yet. would you be opposed to taking just five minutes to lay out all the numbers and details for you? This way, when you head home, you'll actually have all the information to think about!

Great follow me.

Today's New “HOT” Leads

J. Martinez - 2024 RAV4 - (555) 210-4482 - Marketplace

T. Nguyen - Used F-150 (red) - (555) 340-9911 - Walk-in

S. Patel - 2025 Civic - (555) 118-7734 - Referral

B. Coleman - Certified Camry - (555) 902-1145 - Facebook

K. Wallace - New Tacoma - (555) 447-2290 - Web chat

R. Diaz - Trade-in + RAV4 - (555) 774-3312 - Service walk

M. Chen - 2024 CR-V - (555) 663-0087 - Marketplace

A. Brooks - Used Altima - (555) 209-6675 - Referral

D. Foster - New Silverado - (555) 881-4420 - Walk-in

L. Kim - Certified Accord - (555) 556-9902 - Web chat

Notes

Follow up w/ J. Martinez re: financing tomorrow AM

T. Nguyen wants the F-150 in red - check inventory

Ask manager about extra incentive on Camry deal

Send thank-you text to Tuesday's buyer

Review credit app for B. Coleman

Prep trade-in appraisal for R. Diaz

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Calls

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28 calls made

Connected

|||||

14 live conversations

Appointments

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6 set today

☒ Service Walk

☒ Inventory Walk

☒ 15 Min. Personal Growth

☒ 5 Vehicles To Stories

☒ 1 Min. Video/Reel

☒ Deal Of The Day

☒ Finance Check-In

☒ Marketplace

5am-8am

5:00am - Wake up, gym + 15 min personal development

6:00am - Get ready, leave for work

7:00am - Arrive at work and do lot walk | 7:15am - Post to Marketplace | 7:30am - Work the service drive

8am-11am

8:00am - Work new leads and HOT leads

9:00am - Work the lot, take videos

10:30am - Work Open Tasks, work CRM

11am-2pm

2pm -5pm

5pm-8pm

5:00-6:30pm - Work the lot, cold call the lot, lead follow-up from CRM app on phone

6:30pm - Post to Marketplace

7:00pm - Analyze the day (final 15 min)

8pm-EOD

Open for Appointments and
Tasks to Get a Butt in the Seat