



## Your Sales Effort 2X/Day (Like Dairy Farming)



AM:

What did I do well, yesterday?  
Was I as good as I could have been?  
Was I as good as I should have been?  
How will I perform better today?

What are my activity goals  
for today?  
How will I track them?

PM:

Did I meet my activity goals?

What did I do well, today?  
Was I as good as I could have been?  
Was I as good as I should have been?  
How will I perform better tomorrow?

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