Canvassing Chart - Legacy Financial Services

Doug Gammon

2014

				Closing %				Average	
	HOURS	Calls/Contacts	DEMOS	Calls/Contacts	DEMOS	Apps/Offers	GAP	PACKAGE	RECR
Jan-14	112.50	130	64	16.15	32.81	21	$24,264.00	$1,155.43	0
Feb-14	105.75	110	62	19.09	33.87	21	$24,564.00	$1,169.71	
Mar-14	119.00	130	75	14.62	25.33	19	$15,816.00	$832.42	
Q1 Totals	**337.25**	**370**	**201**	**16.49**	**30.35**	**61**	**$64,644.00**	**$1,059.74**	**0**
Apr-14									
May-14									
Jun-14									
Q2 Totals									
Jul-14									
Aug-14									
Sep-14									
Q3 Totals									
Oct-14									
Nov-14									
Dec-14									
Q4 Totals									
YTD TOTALS	**337.25**	**370**	**201**	**16.49**	**30.35**	**61**	**$64,644.00**	**$1,059.74**	**0**

2014 Q2 Goal = $60,000 GAP

Closing %: 30.35%
Time/Demo = 337.25 ÷ 201 = 1.68 hours/demo
Avg Pkg Size = $1059

$60,000 ÷ 1059 = 57 Families Needed to Protect
57 ÷ .3035 (Closing %) = 189 Demos Needed
189 X 1.68 (hours/demo) = 317 hours needed to work
317 ÷ 11 weeks = 29 hours need to work each week.

only 11 for me because NY Trip, FLA Trip, Oregon Trip

Normally 13 wks