

FIRST 13 WEEKS CANVASSING CHART
MITCH MCKINNEY

	Date	Hours	Contacts	Demos	Clients	Policies	GAP	Package Size	Demo Closing %
MONTH 1	12/4/17	44	106	31	6	8	\$7,786.80	\$1,297.80	19.35%
	12/11/17	47.5	130	35	8	12	\$7,856.40	\$982.05	22.86%
	12/18/17	46.5	134	33	5	9	\$5,642.40	\$1,128.48	15.15%
	12/25/17	34.25	90	25	2	4	\$2,108.40	\$1,054.20	8.00%
	TOTALS	172.25	460	124	21	33	\$23,394.00	\$1,115.63	16.34%
MONTH 2	1/1/18	38.25	111	29	4	9	\$2,612.40	\$653.10	13.79%
	1/8/18	43.5	149	30	10	21	\$11,406.00	\$1,140.60	33.33%
	1/15/18	47.75	159	35	12	23	\$15,157.20	\$1,263.10	34.29%
	1/22/18	36.5	148	33	4	9	\$3,840.00	\$960.00	12.12%
	TOTALS	166	567	127	30	62	\$33,015.60	\$1,004.20	23.38%
MONTH 3	1/29/18	51.5	146	40	15	26	\$13,975.20	\$931.68	37.50%
	2/5/18	48.75	150	45	10	17	\$7,542.00	\$754.20	22.22%
	2/12/18	46	141	42	7	12	\$5,961.60	\$851.66	16.67%
	2/19/18	11.25	35	12	2	3	\$700.80	\$350.40	16.67%
	2/26/18	49.25	148	38	8	12	\$8,313.60	\$1,039.20	21.05%
	TOTALS	206.75	620	177	42	70	\$36,493.20	\$785.43	22.82%
MONTH TOTALS		545	1,647	428	93	165	\$92,902.80	\$968.42	22.82%
WEEKLY AVERAGES		41.92	126.69	32.92	7.15	12.69	\$7,146.37	\$968.42	22.82%