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**Exhibit B  
Residential Comfort Consultant  
Weekly Activity Report**

Week Ended (Thursday) \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_  
Comfort Consultant: \_\_\_\_\_

DAY	Appointments Completed				Results of Appointments							
	Sales Lead Number		N P F	Name	Appt. Miles Driven	S o l d	\$ Amount	P c n d i n e	Not Buying	Lost to Competitor	Name of Competitor	Reason Lost or Comments
<b>Friday/Weekend</b>												
SL#												
SL#												
SL#												
SL#												
SL#												
SL#												
<b>Totals</b>												
<b>Monday</b>												
SL#												
SL#												
SL#												
SL#												
SL#												
SL#												
<b>Totals</b>												
<b>Tuesday</b>												
SL#												
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SL#												
SL#												
<b>Totals</b>												
<b>Wednesday</b>												
SL#												
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SL#												
SL#												
SL#												
<b>Totals</b>												
<b>Thursday</b>												
SL#												
SL#												
SL#												
SL#												
SL#												
SL#												
<b>Totals</b>												
	Sales Leads	Appt's Completed		Weekly & YTD SUMMARY	Miles	# of Sales	Total \$ Sold	Close Rate %				
<b>Week Totals</b>		% SL's					\$ Sold		Average Per Sale \$			N = New Appointment P= Prev. Appointment F= Follow-up Appt.
<b>YTD TOTALS</b>							\$ Sold		Average Per Sale \$			Average Bus. Miles per Appt. YTD