

This tool will help you in selecting the size of farm you will need for prospecting based on contacts.

Converting Contacts to Appointments Produces Closings

11	Enter Calls per Day		
	Enter Farm Size	6.285714	New Appointments Per Month
	220	1.571429	New Closed Sales Per Month
	% of farm you could reach	220	New Contacts Made Per Month
	100%	2640	New Contacts Made Per Year
	*35 Contacts = 1 Appointment	75.42857	New Appointments Per Year
	*4 Appointments = 1 Closed Sale	18.85714	New Closed Sales Per Year
			* NAR Statistics Matrix