SCOREBOARD BUILDER

Dials	Closed Listings
Contacts/Conversations	Closed Buyers
Leads Generated	GCI
Buyer Leads Generated	Listing GCI
Listing Leads Generated	Buyer GCI
Nurtures Generated	Referral GCI
Listing Nurtures Generated	Cost of Sale
Buyer Nurtures Generated	Listing COS
Clicks	Buyer COS
Registrations	Referral COS
Appointments Set	Gross Profit
Listing Appts Set	Listing Gross Profit
Buyer Appts Set	Buyer Gross Profit
Appts Held	Expenses
Listing Appts Held	Profit
Buyer Appts Held	Reviews
Listings Taken	Referrals
Buyers Signed	Likes
Active Listings	Followers
Active Buyers	Mets
Contracts Written	Haven't Mets
Contracts Accepted	
Listing Contracts Accepted	_____
Buyer Contracts Accepted	_____
Pending Units	_____
Pending Listings	_____
Pending Buyers	_____
Closed Units	

Don't see your word[s] on the list? Just write it in!