

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