

	A	B	C	D	E	F
1	<i>How many Phone Calls is Good ?</i>					
2						
3						
4	Interviews			Phone Calls		
5	If I have this many Rep Conducts Per Day	Total Minutes of Interview Time Per Day	How Many Phone Calls Should I be Making Each Day ?	Total Minutes of Phone Call Time Per Day	Total Production Time	
6						
7	0	0	140	420	420	
8	1	120	100	300	420	
9	2	240	60	180	420	
10	3	360	20	60	420	
11	4	480	0	0	420	
12						
13	Average Time for Interview (minutes)			120		
14	Current Average Phone Call (minutes)			1.75		
15	Average Phone call for Calculation (minutes)			3.00		
16	Total Phone Production Time Per Day (minutes)			420		
17	work day)			7.00		
18	Misc Time during day (hours)			Based on average work day of: (Hours)		
19	(for FAA Conducts, E-Mails, Mailings, Misc Stuff . . .)					
20				8		
21	<i>Change the numbers in Yellow only</i>					

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