|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Eastern Time** | **SATURDAY** | **SUNDAY** | **MONDAY** | **TUESDAY** | **WEDNESDAY** | **THURSDAY** | **FRIDAY** |
| **8AM-9** |  |  | Dial | Dial | Pending | Dial | Dial |
| **9-10** | Dial |  | *Appointment* | *Appointment* | Pending | *Appointment* | Pending |
| **10-11** | **LIVE DIALS** |  |  |  | *Appointment* |  | Pending |
| **11-12** | **LIVE DIALS** | *Appointment* | **EQUIS KICK OFF** | *Appointment* |  | *Appointment* | **EQUIS  SALES CALL** |
| **12-1** | **LIVE DIALS** |  | *Appointment* |  | *Appointment* |  | *Appointment* |
| **1-2** | **LIVE DIALS** | *Appointment* |  | *Appointment* |  | *Appointment* |  |
| **2-3** |  |  | *Appointment* |  | **TEAM CALLS** |  | *Appointment* |
| **3-4** | *Appointment* | *Appointment* |  | *Appointment* | Pending | *Appointment* |  |
| **4-5** |  | Dial | *Appointment* |  | **LIVE DIALS** |  | *Appointment* |
| **5-6** | *Appointment* | Dial |  | *Appointment* | **LIVE DIALS** | *Appointment* |  |
| **6-7** |  |  | *Appointment* |  | **LIVE DIALS** |  | *Appointment* |
| **7-8** | *Appointment* |  |  | *Appointment* | *Virtual Appt* | *Appointment* |  |
| **8-9** |  |  | *Appointment* |  |  |  |  |
| **9-10** |  |  |  | *Appointment* |  | *Appointment* |  |
| **APPTS (33)** | **3** | **3** | **6** | **7** | **3** | **7** | **4** |

**Boulders in your schedule: Live Dials and Conference Calls**

**New agents should book appointments every 1.5 hours to 2 hours**