

	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
8am					
9am	Daily Routine	Expanded Daily Routine	Visit #1	Daily Routine	Daily Routine
10am	Weekly Sales Team Meeting	Predisposition and Follow-up Actions	TIME FOR FOLLOW-UP		
11am			Visit #2	Optional: Strategy Time	
12pm			TIME FOR FOLLOW-UP		
1pm	Focused Time Prospect STRATEGY		Visit #3		
2pm			TIME FOR FOLLOW-UP		
3pm		Final Strategy Prep	Visit #4		
4pm			TIME FOR FOLLOW-UP		
5pm					
6pm					
7pm					

Note: Development Officers focusing in one city often had more visits than a national sales person with multiple regions. Depending on your organization, strategy and portfolio, the ideal could scale up or down from this sample.