



Business Development Log

DATE: _____

Record business development activities in 30-minute increments throughout the day.

Initial the time slot for the team member conducting the activity and select the METHOD that best describes the outreach effort (examples include Aisle Walks, See You Out Front Time, Retail Morning Huddles, Tenant Visits, etc.).

TIME	INITIALS		METHOD OF BUSINESS DEVELOPMENT
9:00			
9:30			
10:00			
10:30			
11:00			
11:30			
12:00			
12:30			
1:00			
1:30			
2:00			
2:30			
3:00			
3:30			
4:00			
4:30			
5:00			
5:30			
6:00			
6:30			