

# Protege Agent Weekly Scorecard

Use this scorecard weekly. Each category should be marked Pass or Fail. All sections must be consistently passing before graduation.

Category	Metric / Standard	Target	Actual	Pass / Fail
Production	Quotes Completed	____ / week		
Production	Premium Written	\$_____		
Production	Close Ratio	____ %		
Sales Process	Follow-up Executed	100%		
Sales Process	CRM Usage	Consistent		
Lead Generation	New Leads Generated	____ / week		
Lead Generation	Active Lead Sources	2-3		
Team Development	Training Participation	Yes / No		
Team Development	Support New Hire	Yes / No		
Leadership	Delegation Executed	Yes / No		
Leadership	Accountability Maintained	Yes / No		
Business Planning	Budget Awareness	Understands Weekly Impact		
Business Planning	Goal Tracking	Updated Weekly		
Mindset	Ownership of Results	No Excuses		
Mindset	Consistency	Daily Discipline		

Protege Signature: \_\_\_\_\_

Agency Owner Signature: \_\_\_\_\_