GOALS vs PRIORITIES

Date:	

Happiness Family **Love Life Spiritual** Friends Self Money

	Weekly Schedule							
	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	
6:00 AM								
6:30 AM								
7:00 AM								
7:30 AM								
8:00 AM								
8:30 AM								
9:00 AM								
9:30 AM								
10:00 AM								
10:30 AM								
11:00 AM								
11:30 AM								
12:00 PM								
12:30 PM								
1:00 PM								
1:30 PM								
2:00 PM								
2:30 PM								
3:00 PM								

3:30 PM 4:00 PM 4:30 PM 5:00 PM 5:30 PM 6:00 PM 7:00 PM

BUSINESS PLAN FLOWCHART

DATE			

MARKETING

How Do We Get Our Business

To Generate ______Leads per month which results in _____ closed transactions per month

Advertising Decimen Decime

<u>Advertising</u>	<u>Business People</u>	<u>Database</u>
Leads	Leads	Leads
Appts	Appts	Appts
Closed Transactions	Closed Transactions	Closed Transactions

OPERATIONS

How Do We Take Care of Our Business

<u>Team Leader</u>	Buyers Specialist	<u>Team Manager</u>

FINANCE Our Results!

Gross Commission Income for \$	
Closed GoalsTotal for YearTotal for Month	
Monthly GoalsListings TakenBuyer Appointments	

Financial Summary

New Escrows

Secret To Success

PHONE LOG

1 110				WI	EEK OF:
DATE	TIME	R	NAME		REGARDING

DAILY PRIORITIES

DATE	
DAIL	

DATE	TO DO'S	Α	В	С	DONE

SUCCESS TRACKER

WEEK OF: _____

		MON	TUE	WED	THUR	FRI	WEEKEND	WEEK TOTAL
	1							60
Great	2							
Phone	3							
Calls	4							
	5							
4 PC	6							
2 CC	7							
4 BP	8							
2RL	9							
2DK	10							
	1							120
Face to Face	2							
	3							
	4							
Break	1							60
Bread	2							
Events Attended								60
Leads Generated								125
Hours Prospected								60
Thank	1							60
You	2							
Mailers								50
Contracts								300
Escrows								500
Closings								500
Potential Weekly Points								1835

(<u>)</u>)	LD	TR	ĀC	CK	ER		MON ⁻	ΤН:	YEA	۸R:	AGENT:	
		Appt			NAME			Source				T OF CALL		PHONE#/ E-MAIL	#CALLS
Ö	<u>ŏ</u>	¥	1												
			2												
			3												
			4												
			5												
			6												
			7												
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			16												
			17												
			18												
			19												
			20												
	otal				l							1	Total		
				CCR	PCR	PC	PF	AD	AD	BUS	A/R	Misc	Month	Total written transactions	
			GOA	AL										Transactions div. by	
			L											Leads equals	
			Τ	Landa	T = Trans	11								Closing Percentage	

ACTIVE CLIENTS

LITIAONA	
MONTH	

CLIENT	PHONE NUMBER	SOURCE	PRICE	AREA

GOLD STRIKE

				MONTH OF:	
EST CLOSE DATE	CLIENT/PROPERTY ADDRESS	GROSS	NET	SALES PRICE	SOURCE
					Total Sales Divided by
	Ţ	otal			Total Gross Commissions Equals Average %:
UNITS CLOSED					
THIS MONTH		NET AVERAGE PER UNIT MONTH			GROSS AVERAGE
					THIS MONTH \$
UNITS CLOSED		NET AVERAGE DES UNITATE			GROSS
YTD		NET AVERAGE PER UNIT YTD			AVERAGE YTD \$
					GROSS
Gross Comm This Month		Net Comm YTD			YTD \$
Sales Volume-Month:			Sales Volume-YTD		
Average sales Price-Month:			Average Sales Price YTD:		