# BUSINESS PLAN FLOWCHART

DATE _____

## MARKETING

How Do We Get Our Business

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

| Advertising | Business People | Database |
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|---|---|---|
| _____ Leads | _____ Leads | _____Leads |
| _____Appts | _____Appts | _____Appts |
| _____Closed Transactions | _____Closed Transactions | _____Closed Transactions |

## OPERATIONS

How Do We Take Care of Our Business

| *Team Leader* _____ | Buyers Specialist _____ | Team Manager _____ |
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## FINANCE

Our Results!

Gross Commission Income for _____

$_____

### Closed Goals

_____Total for Year

_____Total for Month

### Monthly Goals

_____Listings Taken

_____Buyer Appointments

_____New Escrows

Financial Summary

Secret To Success