

2018 Business plan

Name: _____

2018 Goals:

Total days prospecting: _____ (We suggest 220)

Total contacts: _____ (Example 220 days x 20 daily = 4400)

Total Listing appointments: _____

Total listings taken: _____

Total price reductions: _____

Total Listings sold: _____

Total buyer sales: _____ } We suggest 50/50

Total sales: _____ (Combine listings sold and buyer sales)

Total income: _____ (Example 30 sales x \$8000 = \$240,000)

New clients found: _____ (Total sales x 4, 1 in 4 work out)

Q) What are the three most important items I need to work on in 2018?

1) _____

2) _____

3) _____

When I find a new client everyday all my Real Estate problems go away!