

## 2021 Business plan

Name: \_\_\_\_\_

2021 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 2021?

1) \_\_\_\_\_

2) \_\_\_\_\_

3) \_\_\_\_\_

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