



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

## 2018 Business Plan

Transaction Goal for 2018: \_\_\_\_\_

Income Goal for 2018: \_\_\_\_\_

### 2017 Recap

1. Total income paid: \_\_\_\_\_
2. Total business expenses: \_\_\_\_\_
3. Total closed deals: \_\_\_\_\_
4. Total listing appointments: \_\_\_\_\_
5. Total listings taken: \_\_\_\_\_
6. Total listings sold: \_\_\_\_\_
7. Buyer sales: \_\_\_\_\_
8. Average sales price: \_\_\_\_\_
9. Average commission check: \_\_\_\_\_
10. Average hours worked per week: \_\_\_\_\_
11. Present pending: \_\_\_\_\_
12. Present inventory: \_\_\_\_\_
13. Days worked: \_\_\_\_\_
14. Total hours prospected: \_\_\_\_\_
15. Total contacts: \_\_\_\_\_



### 2018 Production Goals

- 1. Income goal: \_\_\_\_\_
- 2. Closed deals goal: \_\_\_\_\_
- 3. Listing appointment goal: \_\_\_\_\_
- 4. Listings taken goal: \_\_\_\_\_
- 5. Listings sold goal: \_\_\_\_\_
- 6. Buyer sales goal: \_\_\_\_\_
- 7. Goal hours per week: \_\_\_\_\_
- 8. Goal days worked: \_\_\_\_\_
- 9. Prospecting goal: \_\_\_\_\_
- 10. Contacts goal: \_\_\_\_\_

### Numbers Required to Achieve the Goals

- 1. Listings/appointments to listings taken: \_\_\_\_\_
- 2. Listings sold: \_\_\_\_\_
- 3. Buyer sales/listings sold: \_\_\_\_\_
- 4. Prospecting per day: \_\_\_\_\_
- 5. Contacts per hour: \_\_\_\_\_

### Mike Ferry Events to Attend in 2018

- |  |   |
|--|---|
| <input type="checkbox"/> Production Retreat                | <input type="checkbox"/> Complete Listing Workshop              |
| <input type="checkbox"/> Mini Retreat                      | <input type="checkbox"/> Productivity School                    |
| <input type="checkbox"/> Superstar Retreat                 | <input type="checkbox"/> Prospecting Clinic                     |
| <input type="checkbox"/> Management Retreat<br>(East/West) | <input type="checkbox"/> Ultimate Real Estate Sales<br>Workshop |



**Daily Schedule** -... *Stay on Schedule to Achieve the Goal*

7:00 - 7:30 AM \_\_\_\_\_

7:30 - 8:00 AM \_\_\_\_\_

8:00 - 8:30 AM \_\_\_\_\_

8:30 - 9:00 AM \_\_\_\_\_

9:00 - 9:30 AM \_\_\_\_\_

9:30 - 10:00 AM \_\_\_\_\_

10:00 - 10:30 AM \_\_\_\_\_

10:30 - 11:00 AM \_\_\_\_\_

11:00 - 11:30 AM \_\_\_\_\_

11:30 AM - 12:00 PM \_\_\_\_\_

12:00 - 12:30 PM \_\_\_\_\_

12:30 - 1:00 PM \_\_\_\_\_

1:00 - 1:30 PM \_\_\_\_\_

1:30 - 2:00 PM \_\_\_\_\_

2:00 - 2:30 PM \_\_\_\_\_

2:30 - 3:00 PM \_\_\_\_\_

3:00 PM - On \_\_\_\_\_



## Challenges and Solutions

1. Challenge:

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1. Solution:

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2. Challenge:

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2. Solution:

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3. Challenge:

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3. Solution:

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**Challenges and Solutions** *continued ...*

4. Challenge:

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4. Solution:

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5. Challenge:

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5. Solution:

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