



One Week Business Plan

1. Number of days I'm going to work: _____
2. Total hours of prospecting: _____
3. Contact goal: _____
4. Leads generated goal: _____
5. Total listing presentations: _____
6. Total listings sold: _____
7. Buyer controlled sales: _____
8. Total price reductions: _____
9. Number of role-play sessions: _____
10. Other goals . . . _____