



## One Week Business Plan

Name: \_\_\_\_\_ Week of \_\_\_\_\_

|  | Goal  | Actual |
|--|-------|--------|
| 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<br>(Actual = appts went on) | _____ | _____  |
| 6. Total listings taken                                    | _____ | _____  |
| 7. Total listings sold                                     | _____ | _____  |
| 8. Buyer controlled sales                                  | _____ | _____  |
| 9. Total price reductions                                  | _____ | _____  |
| 10. Number of role-play sessions                           | _____ | _____  |
| 11. Other goals  |       |        |
| a.   |       |        |
| b.   |       |        |
| c.   |       |        |
| d.   |       |        |