



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 taken: _____
7. Total listings sold: _____
8. Buyer controlled sales: _____
9. Total price reductions: _____
10. Number of role-play sessions: _____
11. Other goals . . . _____