



Name: _____

2017 Business Plan

Transaction Goal for 2017 _____

Income Goal for 2017 _____

Part 1 - 2016 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: _____



Part 2 - 2017 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. Contact goal: _____

Part 3 - 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: _____



Part 4 - 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 _____



Part 5 - Challenges and Solutions

1. Challenge:

1. Solution:

2. Challenge:

2. Solution:

3. Challenge:

3. Solution:



Part 5 - Challenges and Solutions *continued ...*

4. Challenge:

4. Solution:

5. Challenge:

5. Solution:

