

Goals for 6 Weeks

Discovery Calculations

- A. What do you want your yearly income to be? _____
- B. What would your monthly income be? _____
- C. What is your commission per file? _____
- D. How many transactions do you need each month? (B divided by C) _____
- E. How many appointments does it take to close 1 transaction? _____
- F. How many appointments do you need a month? (D multiplied by E) _____
- G. How many leads does it take to get an appointment? _____

If you get _____ (C) per transaction, you will need to close
 _____ (D) transactions per month.

To get _____ (D) transactions per month you need
 _____ (F) appointments,
 and therefore _____ (GxF) leads.

| | PRE-CLASS | WK1 | WK2 | WK3 | WK4 | WK5 | WK6 | TOTAL |
|----------------------------|-----------|-----|-----|-----|-----|-----|-----|-------|
| Cards | | | | | | | | |
| New Leads | | | | | | | | |
| Referrals | | | | | | | | |
| Appointments | | | | | | | | |
| New Listings | | | | | | | | |
| New Buyers | | | | | | | | |
| Contracts/In Escrow | | | | | | | | |
| Closed Transactions | | | | | | | | |