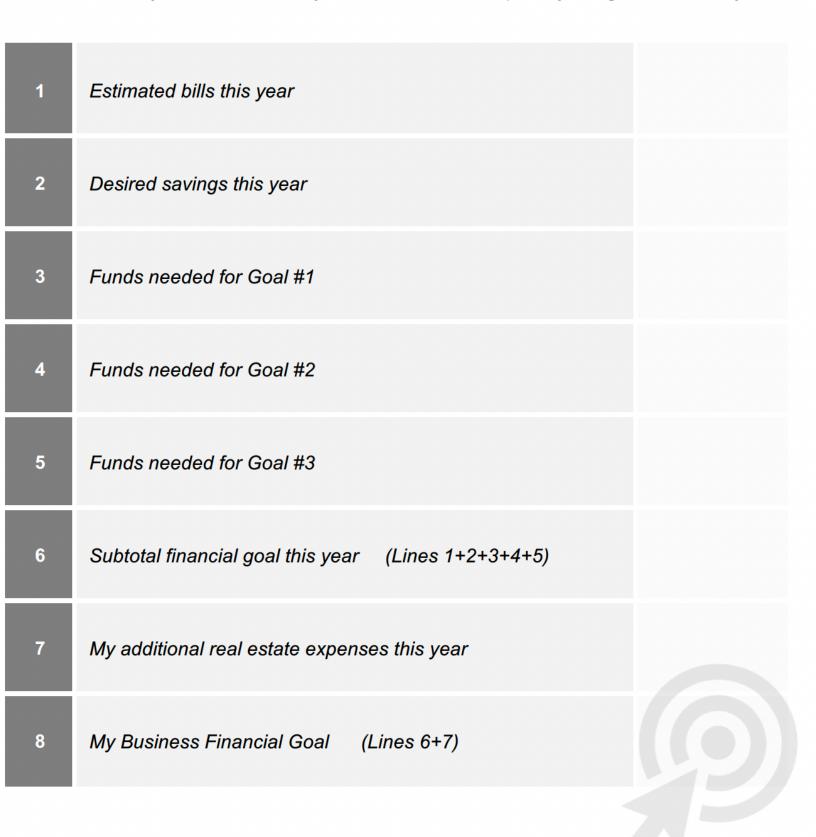
## **QUESTION:**

How much do you need to fuel your life and accomplish your goals for the year?



# **Goal Projector:** Business Financial Goal from previous page 1 2 Average sales price in your market 3 Average commission percentage (per side) Average commission income per transaction side (Line 2 x Line 3) 4 5 Your commission split percentage 6 Average commission income per transaction (Line 4 x Line 5) Number of transactions you need in the year (Line 1 ÷ Line 6) 7 Average number of appointments needed to result in 8 one closed transaction Number of appointments you need in a year: (Line 7 x Line 8) 9 Number of working weeks per year 10 Number of appointments you need each week (Line 9 ÷ Line 10) 11 Average number of prospecting contacts needed to result 12 in one appointment Number of prospecting contacts you need to make each week 13 to generate the income you expect (Line 11 x Line 12)

| Exercise: Determine Your Double Play   |
|--|
| To determine your own Double Play, look back at Line 13 of your Goal Projector |
| 1. Contacts  |
| How many do you need to make every week? (Goal Projector Line 13)              |

÷ by how many days a week you plan on working:

# 2. Appointments

How many do you need to make every week? \_\_\_\_ (Goal Projector Line 11)

5 = \_\_\_\_ 6 = \_\_\_ 7 = \_\_\_\_

| The Double Play   | This Year's Goal | My Double Play   |
|---|------------------|--|
| <ol> <li>Make contacts</li> <li>Go on appointments</li> </ol> | \$               | <ol> <li>Make contacts # EVERY DAY</li> <li>Go on # appointments<br/>EVERY WEEK</li> </ol> |

## **RECORD YOUR DOUBLE PLAY: DAILY**

| The Double Play | M | Т | W | Т | F | S |
|-----------------|---|---|---|---|---|---|
| # Contacts      |   |   |   |   |   |   |
| # Appointments  |   |   |   |   |   |   |

#### **TALLY EVERY WIN!**

| PLAYS OF THE DAY                | TOTALS |
|---------------------------------|--------|
| Listing Agreements              |        |
| Buyer Representation Agreements |        |
| Contracts Written               |        |
| Contracts Closed                |        |