



## 2020 BUSINESS PLAN

Name: \_\_\_\_\_

Transaction Goal for 2020: \_\_\_\_\_

Income Goal for 2020: \_\_\_\_\_

### PART 1 - 2019 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 - 2020 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:

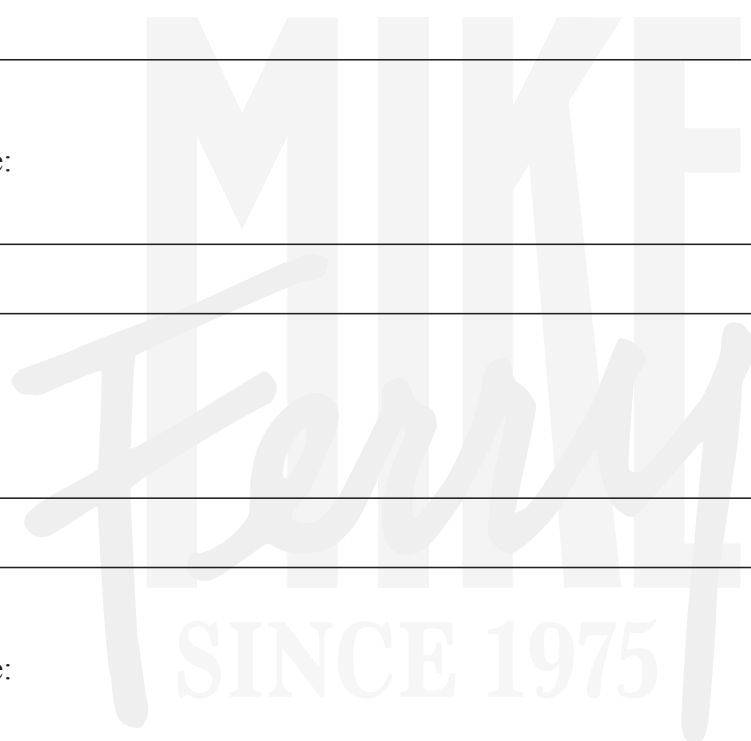
---

---

3. Solution:

---

---



**PART 5 - CHALLENGES AND SOLUTIONS** *continued ...*

4. Challenge:

---

---

4. Solution:

---

---

5. Challenge:

---

---

5. Solution:

---

---

