

Week of _____ Business Plan

	GOAL	ACTUAL
1) Number of days I am going to work	_____	_____
2) Number of Open Houses	_____	_____
3) Total Hours Prospected	_____	_____
4) Total Contacts Goals	_____	_____
5) Nurtures	_____	_____
6) Open Houses	_____	_____
7) Buyer Appointment Set	_____	_____
8) Buyer Appointment Met	_____	_____
9) Buyers Signed	_____	_____
10) Total Showing	_____	_____
11) Written Offers	_____	_____
12) Offers Accepted/New Buyer Escrows	_____	_____
13) Listing Appointment Set	_____	_____
14) Listing Taken	_____	_____
15) Price Reductions	_____	_____

Dialogues I am working on (objections)

- 1) _____
- 2) _____
- 3) _____

Books I am going to read

- 1) _____
- 2) _____
- 3) _____

Business Growth Implementations Ideas

- 1) _____
- 2) _____
- 3) _____

- 4) _____
- 5) _____
- 6) _____

Communities I will Preview

- 1) _____
- 2) _____

