

Part 1 - 2020 Business Snapshot and Sourcing

Estimated Appointment Totals 2020: Listings Appts: _____ Buyer Appts: _____
 Estimated Taken Goal 2020: Listings Taken: _____ Buyer Listings Taken: _____
 Estimated Closed Units 2020: Listings Sold: _____ Buyer Sales: _____
 GCI/Income Earned: GCI: _____ Profit Net: _____

In the space below, please indicate where your closed business came from over the past year. Include projected transactions currently in your pending pipeline that are due to close by year's end.

Source	Number of transactions	Cost of securing business (a)	Income earned (b)	Net income (b - a = c)
Past Clients				
Sphere of Influence/ Contacts				
Geo Farm				
Just Listed/Just Sold				
Allied Resources (mortgage, attorneys, etc.)				
REALTOR Referrals				
Past Client Referrals				
Relocation				
Staff Referrals				
Sign Calls				
Advertising				

WARNING! Never use or leave artificial or prerecorded messages, and never call/text a number on any Do Not Call list. Callers who violate the National Do Not Call (DNC) Registry and the Telephone Consumer Protection Act (TCPA) face potentially catastrophic legal damages.

BUSINESS PLAN FOR: _____

Source	Number of transactions	Cost of securing business (a)	Income earned (b)	Net income (b - a = c)
Website				
Direct Mail				
Social Media				
Open Houses				
Internal ISA/OSA				
ISA/OSA Service				
Other:				
Other:				

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In the space below, indicate the information about your databases and how frequently you are touching/working these databases based on a per person average.

Current Number in Contact Database: _____

Current # agents in referral network: _____

Current # of Allied Resources: _____

of calls made to Contact Database in 2020: _____

of touches to my Contact Database in 2020: _____

of calls to Allied Resources: _____

of meetings with Allied Resources: _____

of contacts with my referral network: _____

Part 2 - 2021 Business Goals

YEARLY GOALS - 2021

Appointments:	Listing Appts:	_____	Buyer Appts:	_____
Signed Agreements:	Listings Taken:	_____	Buyers Taken:	_____
Closed Units:	Listings Closed:	_____	Buyers Closed:	_____
GCI Earned:	Listings GCI:	_____	Buyers GCI:	_____

LORE - 2021

Total Closed Units:	Goal:	_____
Total Closed Volume:	Goal:	_____
Listings Taken:	Goal:	_____
Listings Taken Volume:	Goal:	_____
Listings Sold:	Goal:	_____
Listings Sold Volume:	Goal:	_____
Total Contracts Written:	Goal:	_____
Total Contracts Written Volume:	Goal:	_____
Price Reductions:	Goal:	_____

MONTHLY GOALS

Appointments:	Listing Appts:	_____	Buyer Appts:	_____
Signed Agreements:	Listings Taken:	_____	Buyers Taken:	_____
Closed Units:	Listings Closed:	_____	Buyers Closed:	_____
GCI Earned:	Listings GCI:	_____	Buyers GCI:	_____

TOP 5 BUSINESS SOURCES - 2021

List	Percentage
1. _____	_____ %
2. _____	_____ %
3. _____	_____ %
4. _____	_____ %
5. _____	_____ %

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BUSINESS PLAN FOR: _____

DATABASE

Current # Complete Database Records (Name, Address, Phone, Email): _____

2021 Goal of Complete Records to add to your Database: _____

PROFIT SHARE - 2021

First Level Additions: Goal: _____

Income Earned 2021: Goal: _____

NET WORTH

Current Net Worth: _____

End Of 2021 Net Worth Goal: _____

GOALS

Where will you be? What will you be doing? Who will you be doing it with? What does life look like?

One Year Goal: _____

Three Year Goal: _____

Five Year Goal: _____

Events

If it is not in your schedule, it doesn't exist! Check out mapscoaching.com for the most up-to-date information on each of these events.

Added?	Date	Event	Added?	Date	Event
<input type="checkbox"/>	_____	Family Reunion	<input type="checkbox"/>	_____	BOLD
<input type="checkbox"/>	_____	Spring Masterminds	<input type="checkbox"/>	_____	BOLD
<input type="checkbox"/>	_____	Mega Camp	<input type="checkbox"/>	_____	MAPS Models
<input type="checkbox"/>	_____	Summer Masterminds	<input type="checkbox"/>	_____	Profit Camp
<input type="checkbox"/>	_____	Fall Business Planning Masterminds			