

BUSINESS PLANNING CLINIC

PRE-WORK

FOR BEST RESULTS, COMPLETE THE FOLLOWING BEFORE ATTENDING

- ☐ I create and use a business plan as a daily, monthly, annual and long-term guide to run my business.
- ☐ I have created a business plan and intend to learn to understand and use it more effectively.
- ☐ I am fairly new to real estate and new to business planning.
- ☐ I am on a team and I am new to business planning.

My Numbers

1. The amount of money I need to pay for my lifestyle and get out of debt = \$ _____
2. My business expenses annually (estimate) = _____
3. My average commission amount = _____
4. Number of listing appointments gone on last year = _____
5. Number of buyer appointments gone on last year = _____
6. Number of listings sold last year = _____
7. Number of buyers sold last year = _____
8. Number of names in my database = _____
9. My team consists of me +