TomFerry

90-Day Action Plan

Transaction Goal:______ GCI Goal: $_________________Volume Goal:$_______________

Total Expenses Goal: $__________________ TOTAL NET GOAL: $__________________

How much toward savings goal? $_________________________

How much toward debt reduction? $_______________________

WHY? (for this qtr)____

Listing Taken Goal:________ Listings Sold Goal:______________ Ratio LA/LT :________%

Ratio LT/LS: ________%

These listing will come from the following lead sources:

<u>Source</u> <u># of listings taken</u>

Ex: Expireds ____________________________= __2________

____= ____________

____= ____________

____= ____________

____= ____________

Buyer Sales Goal:_______________ Ratio BA/BS: _______%

These buyers will come from the following:

<u>Source</u> <u># of sales made</u>

Ex: Open House _________________________= _____3___

____= __________

____= __________

____= __________

Price Reductions Needed: _______

My time commitment to money-making time is _____________________Daily (Ex: 9 am-10 am)

I need to work on the following skills:

____

____

I need to work on the following systems:

____

____

I want my coach to hold me accountable for the following:

____

____

Review of Quarter by Month

Month 1 ________________

_________Units closed $_______________GCI $_______________Net
$_______________Volume

$_______________expenses

$_______________toward debt reduction

$_______________toward savings

Month 2 ________________

_________Units closed $_______________GCI $_______________Net
$_______________Volume

$_______________expenses

$_______________toward debt reduction

$_______________toward savings

Month 3 ________________

_________Units closed $_______________GCI $_______________Net
$_______________Volume

$_______________expenses

$_______________toward debt reduction

$_______________toward savings