

The One Page Business Plan			
Your Money		Example	You
	Your Desired Income	\$150,000	
	Average Commission	\$12,750	\$12,750
	Average Commission Share	50%	50%
	Average Commission Amount	\$6,375	\$6,375
	Transactions You Need	24	
Your Database	Number of Contacts in Your Sphere Database		
	Annual Transactions from Your Sphere		
	National Average	6.14%	
	Referrals Received from Your Sphere	10%	
	Referrals Received from Your Sphere that Close in 1 Year or Less	50%	
	Total Sphere Transactions		
	Commission Share Amount Avg.		\$6,375
	Your Sphere Gross Income		
	Is there a GAP?		if Yes, go to GAP sheet
36 Touch	Number of Contacts in Your Sphere Database		
	Annual Calls/Texts/DM per Contact	24	
	Annual Texts / Emails per Contact	12	
	Annual Total	36	
Daily Schedule	Weeks Worked	This is your commitment	
	Days Worked Per Week		
	Total Work Days		
	2 Way Contacts / Dialogue Per Day		
	Hours Worked Per Day		
	How long is each call or text? (minutes)		
	Total Minutes of being in Contact with your Sphere		
	Total Hours of Connecting with your Sphere		
	Hours Spent Practicing Scripts and Presentations		
	Hours Spent Previewing and Researching Market		
	Total Hours Worked		
	Total Hours Remaining In Your Work Day		
What Will You Do With Your Extra Time?			
What could you do? What should you do? What will you do?			

GAP	
State Your Business	
GAP Transactions	
Buyers	
Sellers	0

Appts Set to Closings	
Buyer Conversion	19%
Buyer Appts Needed	
Seller Conversion	53%
Seller Appts Needed	

Total Appointments	
Total Weeks Worked	
Appts Set / Week	
Appts Set / Day	
Contacts to Appt Set Conversion	
Extra Contacts Needed per Appt	
Total Contacts Needed	
Total Days Worked	
Contacts Per Day	

Average Time per Contact (minutes)	
Total Time For Contacts	
Total Hours	
Total Sphere/Practice/Learning	
Total Hours Worked Each Day	

GAP Ideas	
Open houses	



BYRNE
REAL ESTATE
GROUP

