



W O M E N
In Real Estate

30 DAY JUMPSTART

Habits for success

Workbook



A workbook designed to put metrics around your real estate goals and break down the fundamental activities that you need to perform on a daily, weekly, and monthly basis!.

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1 Year Goals

Physical

1.

2.

3.

Relational

1.

2.

3.

Spiritual

1.

2.

3.

Financial

1.

2.

3.

Notes:



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Physical

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Spiritual

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Financial

1.

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2.

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3.

3.



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Planning

Schedule

- What days out of the week are you going to work?
- How many hours per day are you going to work?
- How many days per year are you going to work?

GCI

- What is your GCI goal?

\$

- Avg. home sales price?

\$

- Avg. Co-Op

%

- Avg. Commission

\$

**GCI. /
Avg. Commission =**

Total Transactions

Conversion

Every 1 transaction will require _____ conversations?

_____ total transactions X _____ conversations = _____ **total conversations.**

_____ total conversations / _____ days worked per year
= _____ conversations per day.

Known Conversations

Unknown Conversations



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Appointment formula



Every _____ appointments will convert to 1 client.

Total Transactions: _____ X _____ appointments
= _____ total appointments.

_____ total conversations / _____ total appointments
= _____ conversations per 1 appointment

Notes:



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Marketing Techniques

PAID ADVERTISING METHODS

FREE ADVERTISING METHODS FOR **KNOWN** PROSPECTS

FREE ADVERTISING METHODS FOR **UNKNOWN** PROSPECTS