

Business Planning Worksheet

GCI Goal _____

Average Sales Price _____

Average Fee Collected _____

Transaction Total _____

Sellers _____

Buyers _____

Referrals _____

Closing Ratio _____

How many appointments needed _____

How many attempts needed _____

Size of your sphere of influence _____

Weekly Calls/Visits to reach each 3-4 times _____

Activity Goals

Grow Sphere by _____

Weekly Prospecting calls/visits _____

Seller/Buyer appointments _____

Contracts/Listings signed weekly _____

Community/Charity events _____

Special Events _____