

The One Page Business Plan			
Your Money		Example	You
	Your Desired Income	\$150,000	\$150,000
	Average Commission	\$12,750	\$12,750
	Average Commission Share	50%	50%
	Average Commission Amount	\$6,375	\$6,375
	Transactions You Need	24	24
Your Database	Number of Contacts in Your Sphere Database		100
	Annual Transactions from Your Sphere National Average	6.14%	6.14
	Referrals Received from Your Sphere	10%	10
	Referrals Received from Your Sphere that Close in 1 Year or Less	50%	5
	Total Sphere Transactions		11.14
	Commission Share Amount Avg.		\$6,375
	Your Sphere Gross Income		\$71,018
	Is there a GAP?		if Yes, go to GAP sheet
36 Touch	Number of Contacts in Your Sphere Database		100
	Annual Calls/Texts/DM per Contact	18	1,800
	Annual Texts / Emails per Contact	18	1,800
	Annual Total	36	3,600
Time Commitment	Weeks Worked	This is your commitment	45
	Days Worked Per Week		5
	Total Work Days		225
	2 Way Contacts / Dialogue Per Day		8
	How long is each call or text? (minutes)		10
	Total Minutes Contact with your Sphere/Week		80
	Total Hours of Connecting with your Sphere		1.33
	Hours Spent Practicing Scripts and Presentations		0.5
	Hours Spent Previewing and Researching Market		1
	Total Hours Worked		2.83
What could you do? What should you do? What will you do?			

<h1 style="text-align: center;">GAP</h1> <p style="text-align: center;"><i>State Your Business</i></p>	
GAP Transactions	13
Buyers	8
Sellers	5

Buyer Appointments	
Buyer Conversion	35%
Buyer Appts Needed	23
Seller Appointments	
Seller Conversion	65%
Seller Appts Needed	7
Total Appointments	30

Contacts to Appt Set Conversion	10.00%
More Contacts Needed per Extra Appt	10
Total More Contacts Needed	303
Total Days Worked	225
More Contacts Per Day	2

Average Time per Contact (minutes)	10
Total Time For Add'l Contacts	20
Total Hours	0.33
Total Sphere/Practice/Learning	2.83
Total Hours Worked Each Day	3.17

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GROUP



KELLERWILLIAMS.
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