

### One Year Business Planning Objectives for the period of January 1, \_\_\_\_- December 31, \_\_\_\_\_\_

##### **Future Year in Review**

1. Transaction Goal \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2. Average Sales Price $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

3. Total Volume $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

4. Gross Commissions Income (GCI) $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

5. Gross Commissions after Broker Fee $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

6. Agent Commissions after Desk Fee $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

7. Agent Take Home after taxes $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

8. Total Number of Listing Sold Goal \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

9. Total Number of Buyers Sold Goal \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

10. Percent (%) of Listings that Sell % \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

11. Total Number of Listings Taken Goal \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

12. Number of Listings Taken per Month \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

13. Number of Listings Taken per Week \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

## **MONTHLY GOAL CHART**

**Current Year Transactions: \_ Volume: $ \_ GCI: $**

**Yearly Transaction Goal: \_ Volume: $ \_ GCI: $**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Month** | **Projected**  **Listings Taken** | **Actual Listings Taken** | **Projected Listings Sold** | **Actual Listings Sold** | **Projected Buyers Sold** | **Actual Buyers Sold** |
|  |  |  |  |  |  |  |
| **January** |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| **February** |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| **March** |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| **April** |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| **May** |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| **June** |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| **July** |  |  |  |  |  |  |
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| **August** |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| **September** |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| **October** |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| **November** |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| **December** |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| **Total** |  |  |  |  |  |  |