

1. Personal Survival Money Needed	
2. Business Survival Money Needed	
3. Income Tax	
4. Misc.*	
TOTAL MONEY COMMITMENT	

PERSONAL BUSINESS PLAN

Desired Income	(A) _____
Average Commission Per Side	(B) _____
Number of Sides needed to reach income (A÷B=C)	(C) _____
75% Comes from Listings Sold Sides (Cx0.75=D)	(D) _____
25% Comes from BuyerSides (Cx0.25=E)	(E) _____
What % of Listings end up selling?	(F) _____ %
How many listings do you need to get per year? (D÷F=G)	(G) _____
How many listings is that per month? (G÷12=H)	(H) _____
How many listing appointments needed to get 1 listing?	(I) _____
Number of listings a month? (Answer is line H)	(J) _____
Number of appointments needed per month? (IxJ=K)	(K) _____
How many appointments a week? (K÷4=L)	(L) _____
How many calls do you need to make to schedule 1 appt.? (M)	_____
Monthly # of appointments scheduled? (Answer is line K)	(N) _____
Number of calls needed to be made each month? (MxN=O)	(O) _____
How many calls a week? (O÷4=P)	(P) _____

NAME:

TO BE COMPLETED BY: