

AGENT PLANNER PRO



FEATURES:

- KNOW YOUR WHY! WORKSHEET
- COMMITMENT + INCOME GOALS
- DAILY ACTION PLANNER
- MONTHLY MARKETING SCHEDULE
- MONTHLY NUMBERS RECAP
- WEEKLY NUMBERS RECAP
- GOAL TRACKER WORKSHEET

AGENT PLANNER PRO IS A PRINTABLE DAILY ACTION PLANNER MADE FOR REALTORS READY TO GET ORGANIZED AND CONSISTENT IN THEIR BUSINESS.

THIS JOURNAL IS A ONE TIME PURCHASE MADE TO IMPROVE YOUR BUSINESS BY AT LEAST 33%. IT'S AS SIMPLE AS FOLLOWING THE INSTRUCTIONS ON EACH PAGE AND WORKING ON IT EACH DAY.

WE MAKE MEASURING PROGRESS AND ORGANIZING YOUR BUSINESS EASY! IMPLEMENT IT TODAY AND WATCH YOUR BUSINESS GROW.



PLAN



ORGANIZE



ACHIEVE

GETTING STARTED

ORGANIZE. PRINT INSTRUCTIONS.

This planner is already setup for the first month. All you need to do is print. If you'd like to save on paper, we recommend double sided printing. Please refer to your printer's instruction manual for how to print double sided.

The first print out includes a whole first month of pages needed to use the planner. After your first month, we recommend only printing from the "Marketing Tracker" to the "Monthly Numbers" pages. This will ensure you have 4 weeks worth of planner pages.

Since this digital file is 8.5x11, you're welcome to get it printed at your local print shop and have it bounded.*

*We are not responsible for the costs associated with having your planner bounded at your printer of choice.

SUCCESS IS NEVER OWNED, IT'S RENTED AND RENT IS DUE EVERY DAY.

KNOW YOUR WHY

WHAT DRIVES YOU? WRITE IT DOWN. UNDERSTAND IT. BELIVE IN IT.

WHY

• _____	• _____
• _____	• _____
• _____	• _____
• _____	• _____
• _____	• _____
• _____	• _____

“ Believe in yourself and you will be unstoppable. ”

WHAT HAPPENS IF I SUCCEED

WHAT HAPPENS IF I FAIL

DECIDE. COMMIT. SUCCEED.

COMMITMENT & INCOME

INCOME GOAL HOW MUCH MONEY DO YOU PLAN TO MAKE?

Gross Commission Income
\$ _____ GCI

REVENUE

Total Annual Expenses
\$ _____ Personal + Business

EXPENSES

Net Commission Income
\$ _____ Revenue - Expenses

PROFIT

TRANSACTIONS GOAL HOW MANY ARE NEEDED TO REACH INCOME GOAL?

Percentage of Revenue	Average Sale Price	Average Commission
% _____	\$ _____	\$ _____
Total Seller Transactions: <small>(Income Goal ÷ Avg. Commission) x Pct. Revenue</small>		# _____
Total Listings Taken:		# _____
Total Listing Appointments:		# _____

SELLERS

Percentage of Revenue	Average Sale Price	Average Commission
% _____	\$ _____	\$ _____
Total Buyer Transactions: <small>(Income Goal ÷ Avg. Commission) x Pct. Revenue</small>		# _____
Total Buyer Appointments:		# _____

BUYERS

Percentage of Revenue	Average Sale Price	Average Commission
% _____	\$ _____	\$ _____
Total Lease Transactions: <small>(Income Goal ÷ Avg. Commission) x Pct. Revenue</small>		# _____
Total Lease Appointments:		# _____

RENTERS

CONVERSATIONS GOAL HOW MANY ARE NEEDED TO REACH YOUR GOALS?

ANNUAL QUOTA	WEEKLY QUOTA	DAILY QUOTA
# _____ Transaction Goal x 40	# _____ Annual Quota ÷ Weeks Worked	# _____ Annual Quota ÷ Daily Quota
POWER HOUR		
CONVERSATIONS WITH PEOPLE I KNOW # _____ Daily Quota ÷ 2	CONVERSATIONS WITH PEOPLE I DON'T KNOW # _____ Daily Quota ÷ 2	

MAKE MORE MOVES AND LESS ANNOUNCEMENTS.

MARKETING TRACKER

MONTH: _____

BUDGET CAP: _____

MARKETING ACTIVITIES SCHEDULE HOW WILL YOU GENERATE LEADS?

START DATE	LIVE DATE	MARKETING ACTIVITY DESCRIPTION	AUDIENCE(S)	REACH	OBJECTIVE	BUDGET

DAILY ACTION PLANNER

DATE: __/__/____ M T W T F S S

POSITIVE AFFIRMATIONS EVERYDAY SHOULD BEGIN WITH POSITIVITY.

1. _____
2. _____
3. _____
4. _____
5. _____

TODAY'S TARGETS PRIORITY TASKS.

- _____
- _____
- _____
- _____

I AM GRATEFUL FOR

TODAY'S SCHEDULE PLAN YOUR DAY EFFECTIVELY.

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|-------------|------------|
| 4 AM _____ | 1 PM _____ |
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WINS GIVE YOURSELF CREDIT.

LESSONS LEARNED ANYTHING YOU CAN IMPROVE ON?

DREAMS COME TRUE WHEN THEY BECOME GOALS WITH A PLAN.

DAILY ACTION PLANNER

FOLLOW UP REVIEW CLIENT LISTS.

<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____

ADMIN DUTIES GET ORGANIZED.

<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____

NEW CLIENTS/CUSTOMERS ADD TO CRM.

	FIRST & LAST NAME	ADDRESS/AREA OF INTEREST	PHONE	EMAIL
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
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DAILY TRACKER PROSPECTING ACCOMPLISHMENTS.

NEW CONTACTS # PROSPECTING HOURS # NEW LEADS

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<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
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DAILY TRACKER PROSPECTING ACCOMPLISHMENTS.

NEW CONTACTS # PROSPECTING HOURS # NEW LEADS

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WEEKLY NUMBERS

WEEK # __ OF MONTH _____

WEEKLY RECAP GET ORGANIZED. TRACK PROGRESS.

ADD YOUR NEW LEADS TO YOUR CRM SYSTEM

CALCULATE TOTAL LEADS, CONTACTS AND PROSPECTING HOURS

ADD UP YOUR NUMBERS

TOTAL
CONTACTS

TOTAL HOURS
PROSPECTING

TOTAL
NEW LEADS

TOTAL
LISTING
APPOINTMENTS

TOTAL
LISTINGS
TAKEN

TOTAL
ACCEPTED
OFFERS

CALCULATE PRODUCTIVITY

__ TOTAL LEADS ÷ __ TOTAL HOURS PROSPECTING = __ LEADS PER HOUR

__ TOTAL CONTACTS ÷ __ TOTAL HOURS PROSPECTING = __ CONTACTS PER HOUR

__ TOTAL LISTING APPOINTMENTS ÷ __ TOTAL LISTINGS TAKEN = __ LISTING COVERSION RATIO

NOTES. HOW CAN THESE NUMBERS IMPROVE?

DON'T LIMIT YOUR CHALLENGES. CHALLENGE YOUR LIMITS.

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<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____

DAILY TRACKER PROSPECTING ACCOMPLISHMENTS.

NEW CONTACTS # PROSPECTING HOURS # NEW LEADS

	NOTES
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DAILY ACTION PLANNER

DATE: __/__/____ M T W T F S S

POSITIVE AFFIRMATIONS EVERYDAY SHOULD BEGIN WITH POSITIVITY.

1. _____
2. _____
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TODAY'S TARGETS PRIORITY TASKS.

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TODAY'S SCHEDULE PLAN YOUR DAY EFFECTIVELY.

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WINS GIVE YOURSELF CREDIT.

LESSONS LEARNED ANYTHING YOU CAN IMPROVE ON?

DREAMS COME TRUE WHEN THEY BECOME GOALS WITH A PLAN.

DAILY ACTION PLANNER

FOLLOW UP REVIEW CLIENT LISTS.

<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____

ADMIN DUTIES GET ORGANIZED.

<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____

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	FIRST & LAST NAME	ADDRESS/AREA OF INTEREST	PHONE	EMAIL
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<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____

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<input type="checkbox"/>	_____
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<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
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<input type="checkbox"/>	_____
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<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____

ADMIN DUTIES GET ORGANIZED.

<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____

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DAILY TRACKER PROSPECTING ACCOMPLISHMENTS.

NEW CONTACTS # PROSPECTING HOURS # NEW LEADS

	NOTES
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WEEKLY NUMBERS

WEEK # __ OF MONTH _____

WEEKLY RECAP GET ORGANIZED. TRACK PROGRESS.

ADD YOUR NEW LEADS TO YOUR CRM SYSTEM

CALCULATE TOTAL LEADS, CONTACTS AND PROSPECTING HOURS

ADD UP YOUR NUMBERS

TOTAL
CONTACTS

TOTAL HOURS
PROSPECTING

TOTAL
NEW LEADS

TOTAL
LISTING
APPOINTMENTS

TOTAL
LISTINGS
TAKEN

TOTAL
ACCEPTED
OFFERS

CALCULATE PRODUCTIVITY

__ TOTAL LEADS ÷ __ TOTAL HOURS PROSPECTING = __ LEADS PER HOUR

__ TOTAL CONTACTS ÷ __ TOTAL HOURS PROSPECTING = __ CONTACTS PER HOUR

__ TOTAL LISTING APPOINTMENTS ÷ __ TOTAL LISTINGS TAKEN = __ LISTING COVERSION RATIO

NOTES. HOW CAN THESE NUMBERS IMPROVE?

DON'T LIMIT YOUR CHALLENGES. CHALLENGE YOUR LIMITS.

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<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____

ADMIN DUTIES GET ORGANIZED.

<input type="checkbox"/>	_____
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<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
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DAILY TRACKER PROSPECTING ACCOMPLISHMENTS.

NEW CONTACTS # PROSPECTING HOURS # NEW LEADS

	NOTES
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DAILY ACTION PLANNER

DATE: __/__/____ M T W T F S S

POSITIVE AFFIRMATIONS EVERYDAY SHOULD BEGIN WITH POSITIVITY.

1. _____
2. _____
3. _____
4. _____
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TODAY'S TARGETS PRIORITY TASKS.

- _____
- _____
- _____
- _____

I AM GRATEFUL FOR

TODAY'S SCHEDULE PLAN YOUR DAY EFFECTIVELY.

- | | |
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WINS GIVE YOURSELF CREDIT.

LESSONS LEARNED ANYTHING YOU CAN IMPROVE ON?

DREAMS COME TRUE WHEN THEY BECOME GOALS WITH A PLAN.

DAILY ACTION PLANNER

FOLLOW UP REVIEW CLIENT LISTS.

<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____

ADMIN DUTIES GET ORGANIZED.

<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
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DAILY TRACKER PROSPECTING ACCOMPLISHMENTS.

NEW CONTACTS # PROSPECTING HOURS # NEW LEADS

	NOTES
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WEEKLY NUMBERS

WEEK # __ OF MONTH _____

WEEKLY RECAP GET ORGANIZED. TRACK PROGRESS.

ADD YOUR NEW LEADS TO YOUR CRM SYSTEM

CALCULATE TOTAL LEADS, CONTACTS AND PROSPECTING HOURS

ADD UP YOUR NUMBERS

TOTAL
CONTACTS

TOTAL HOURS
PROSPECTING

TOTAL
NEW LEADS

TOTAL
LISTING
APPOINTMENTS

TOTAL
LISTINGS
TAKEN

TOTAL
ACCEPTED
OFFERS

CALCULATE PRODUCTIVITY

__ TOTAL LEADS ÷ __ TOTAL HOURS PROSPECTING = __ LEADS PER HOUR

__ TOTAL CONTACTS ÷ __ TOTAL HOURS PROSPECTING = __ CONTACTS PER HOUR

__ TOTAL LISTING APPOINTMENTS ÷ __ TOTAL LISTINGS TAKEN = __ LISTING COVERSION RATIO

NOTES. HOW CAN THESE NUMBERS IMPROVE?

DON'T LIMIT YOUR CHALLENGES. CHALLENGE YOUR LIMITS.

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<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____

NEW CLIENTS/CUSTOMERS ADD TO CRM.

	FIRST & LAST NAME	ADDRESS/AREA OF INTEREST	PHONE	EMAIL
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____

DAILY TRACKER PROSPECTING ACCOMPLISHMENTS.

NEW CONTACTS # PROSPECTING HOURS # NEW LEADS

	NOTES
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DAILY ACTION PLANNER

DATE: __/__/____ M T W T F S S

POSITIVE AFFIRMATIONS EVERYDAY SHOULD BEGIN WITH POSITIVITY.

1. _____
2. _____
3. _____
4. _____
5. _____

TODAY'S TARGETS PRIORITY TASKS.

- _____
- _____
- _____
- _____

I AM GRATEFUL FOR

TODAY'S SCHEDULE PLAN YOUR DAY EFFECTIVELY.

- | | |
|-------------|------------|
| 4 AM _____ | 1 PM _____ |
| 5 AM _____ | 2 PM _____ |
| 6 AM _____ | 3 PM _____ |
| 7 AM _____ | 4 PM _____ |
| 8 AM _____ | 5 PM _____ |
| 9 AM _____ | 6 PM _____ |
| 10 AM _____ | 7 PM _____ |
| 11 AM _____ | 8 PM _____ |
| 12 PM _____ | 9 PM _____ |

WINS GIVE YOURSELF CREDIT.

LESSONS LEARNED ANYTHING YOU CAN IMPROVE ON?

DREAMS COME TRUE WHEN THEY BECOME GOALS WITH A PLAN.

DAILY ACTION PLANNER

FOLLOW UP REVIEW CLIENT LISTS.

<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____

ADMIN DUTIES GET ORGANIZED.

<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____

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	FIRST & LAST NAME	ADDRESS/AREA OF INTEREST	PHONE	EMAIL
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____

DAILY TRACKER PROSPECTING ACCOMPLISHMENTS.

NEW CONTACTS # PROSPECTING HOURS # NEW LEADS

	NOTES
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2. _____
3. _____
4. _____
5. _____

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- _____
- _____
- _____
- _____

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- | | |
|-------------|------------|
| 4 AM _____ | 1 PM _____ |
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FOLLOW UP REVIEW CLIENT LISTS.

<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____

ADMIN DUTIES GET ORGANIZED.

<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____

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	FIRST & LAST NAME	ADDRESS/AREA OF INTEREST	PHONE	EMAIL
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____
<input type="checkbox"/> Buyer <input type="checkbox"/> Seller <input type="checkbox"/> Renter	_____	_____	() -	_____

DAILY TRACKER PROSPECTING ACCOMPLISHMENTS.

NEW CONTACTS # PROSPECTING HOURS # NEW LEADS

	NOTES
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WEEKLY NUMBERS

WEEK # __ OF MONTH _____

WEEKLY RECAP GET ORGANIZED. TRACK PROGRESS.

ADD YOUR NEW LEADS TO YOUR CRM SYSTEM

CALCULATE TOTAL LEADS, CONTACTS AND PROSPECTING HOURS

ADD UP YOUR NUMBERS

TOTAL
CONTACTS

TOTAL HOURS
PROSPECTING

TOTAL
NEW LEADS

TOTAL
LISTING
APPOINTMENTS

TOTAL
LISTINGS
TAKEN

TOTAL
ACCEPTED
OFFERS

CALCULATE PRODUCTIVITY

__ TOTAL LEADS ÷ __ TOTAL HOURS PROSPECTING = __ LEADS PER HOUR

__ TOTAL CONTACTS ÷ __ TOTAL HOURS PROSPECTING = __ CONTACTS PER HOUR

__ TOTAL LISTING APPOINTMENTS ÷ __ TOTAL LISTINGS TAKEN = __ LISTING COVERSION RATIO

NOTES. HOW CAN THESE NUMBERS IMPROVE?

DON'T LIMIT YOUR CHALLENGES. CHALLENGE YOUR LIMITS.

MONTHLY NUMBERS

MONTH _____

MONTHLY RECAP GET ORGANIZED. TRACK PROGRESS.

- FOLLOW UP WITH ALL CONTACTS
- FILL OUT MARKETING TRACKER
- CALCULATE TOTAL LEADS, CONTACTS AND PROSPECTING HOURS

ADD UP YOUR NUMBERS

TOTAL
CONTACTS

TOTAL HOURS
PROSPECTING

TOTAL
NEW LEADS

TOTAL
LISTING
APPOINTMENTS

TOTAL
LISTINGS
TAKEN

TOTAL
ACCEPTED
OFFERS

CALCULATE PRODUCTIVITY

_ TOTAL LEADS ÷ _ TOTAL HOURS PROSPECTING = ___ LEADS PER HOUR

_ TOTAL CONTACTS ÷ _ TOTAL HOURS PROSPECTING = ___ CONTACTS PER HOUR

_ TOTAL LISTING APPOINTMENTS ÷ _ TOTAL LISTINGS TAKEN = ___ LISTING COVERSION RATIO

NOTES. HOW CAN THESE NUMBERS IMPROVE?

DON'T LIMIT YOUR CHALLENGES. CHALLENGE YOUR LIMITS.

GOAL TRACKER

MONTH _____

PROGRESS CHECK-IN WHAT HAVE YOU ACCOMPLISHED?

IT IS TIME TO MEASURE UP YOUR YEAR TO DATE PROGRESS ALONGSIDE THE ANNUAL GOALS YOU COMMITTED TO ACHIEVE.

GOALS VS CURRENT

CONTACTS
GOAL

CONTACTS
ACCOMPLISHED
YEAR TO DATE

SELLER
TRANSACTIONS
GOAL

\$ _____ INCOME GOAL
\$ _____ CURRENT GCI

SELLER
TRANSACTIONS
ACCOMPLISHED
YEAR TO DATE

BUYER
TRANSACTIONS
GOAL

BUYER
TRANSACTIONS
ACCOMPLISHED
YEAR TO DATE

LEASE
TRANSACTIONS
GOAL

LEASE
TRANSACTIONS
ACCOMPLISHED
YEAR TO DATE

DON'T DECREASE THE GOAL, INCREASE THE EFFORT.