

2017 Goals Breakdown

In 2017, I plan to earn \$_____ in gross commission income.

My average commission check is \$_____ per closing which means I'll only need to close _____ transactions for the entire year to reach my financial goal.

From the _____ closings I'll have in 2017, that is an average of only _____ closings per month.

Since I'll earn \$_____ in GCI, my 10% marketing budget for the year is \$_____ so I'll need to find the best way to invest \$_____ per month to equal that annual marketing goal.

I would like to ensure that my business is split between buyers and sellers at ____% buyers and ____% sellers.

The total closings I need for the year is _____ so based on the percentage of buyers vs. sellers, I'll need to close on exactly _____ buyers and _____ sellers to reach my annual goal.

I feel the best three marketing approaches I should master to reach my goal are _____, _____ and _____.

One niche that I'm interested in and believe I could make a significant six figure income from if the funnel was built out correctly is _____.

A few things I'd like to get much better at in 2017 are:

1. _____
2. _____
3. _____

By signing below, I'm stating that I am 100% committed to reaching my financial goal for 2017 as documented above.

Signature _____ Date _____