

2019 Coaching Member Business Plan

NAME: _____

The following breakdown will map out the total effort you will need to put forth to reach your goals.

Your Reward

A) I will earn \$ _____ within the next 12 months.

Your Effort

B) I will work _____ days per week.

C) I will work _____ hours per day.

D) I will work _____ weeks per year.

E) I will spend _____ % of my time working on my business

F) I will spend _____ % of my time working in my business.

G) Meaning I will spend _____ hours per week working in my business.

(BxCxF)

H) I will earn \$ _____ per month. (A / 12 months)

I) Which equals \$ _____ per week worked. (A / D)

J) Which equals \$ _____ per day worked. (I / B)

K) Which equals \$ _____ per hour worked. (I / G)

L) My average commission is \$ _____

M) So I must close _____ transactions. (A / L)

Monthly Closings Projection Based On Local Sales

 J F M A M J J A S O N D TOTAL

My marketing budget will be 10% of my desired gross. \$ _____

That will put me at an average of \$ _____ per month.

My net figure should be ____ % of gross which is \$ _____