



ONE WEEK BUSINESS PLAN

NAME: _____ WEEK OF: _____

GOAL ACTUAL

1. Number of days I'm going to work: _____

2. Total hours of prospecting: _____

3. Contact goal: _____

4. Leads generated goal: _____

5. Total listing presentations
(Actual = appts went on) : _____

6. Total listings taken: _____

7. Total listings sold: _____

8. Buyer controlled sales: _____

9. Total price reductions: _____

10. Number of role-play sessions: _____

11. Other goals:

A. _____

B. _____

C. _____

D. _____