

2014 Power Planning For Real Estate Agents

1) Review last year's accomplishments

- a. My gross commissions in 2013 were: \$ _____ /12 = \$ _____ /mo average
- b. My total closed volume was: \$ _____ /12 = \$ _____ /mo average
- c. I recruited/hired _____ people (if applicable)
- d. My average commissions per transaction were: \$ _____
- e. My average transaction size was: \$ _____
- f. I listed _____ properties
- g. I was the selling agent on _____ properties
- h. I attended/member of _____ networking/support groups
- i. I learned _____ new specialties / got _____ new certifications
- j. I have _____ referral sources that I regularly receive business from
- k. Other _____

2) Now turn these into goals for 2014

- a. My gross commissions will be: \$ _____ /12 = _____ per month
- b. My total closed volume will be: \$ _____ /12 = _____ /mo
- c. I will recruit/hire _____ people
- d. My average commissions per transaction will be: _____
- e. My average transaction size will be: _____
- f. I will list _____ properties
- g. I will be the selling agent on _____ properties
- h. I will get on the board of _____ networking group
- i. I will learn _____ new specialties/ get _____ new certifications
- j. I will add _____ new steady referral sources sending me business
- k. I will put on _____ special events (seminars, expos, open houses)
- l. Other _____

3) The top 5 things I will implement in 2014 to accomplish my goals:

- a. _____
- b. _____
- c. _____
- d. _____
- e. _____