

# 100 Grand Business Plan



Name

Date

## 1. The Goal

Gross Income for Year

## 2. Average Income Per Sale

Average Home Sales Price	<input type="text"/>
X Avg. Commission Per Sale	<input type="text"/>
= Gross Income Per Sale	<input type="text"/>
X 80% Agent = Net Income Per Sale	<input type="text"/>

## 3. Number of Sales Per Month

Total Number of Sales Needed (Gross Income Goal / Net Income Per Sale).	<input type="text"/>
Number of months I plan to work actively.	<input type="text"/>
Number of Sales needed per month.	<input type="text"/>

## 4. Number of Leads Per Month

Estimated number of leads needed to generate each sale.	<input type="text"/>
Total Number of leads needed per month.	<input type="text"/>

## 5. Prospecting Methods to Generate Leads

My Prospecting Methods	# Leads / month
Purchased Buyer Leads Purchased Seller Leads Door To Door Expired Listings For Sale By Owners Buyer Seminars Seller Seminars Social Media Campaigns Referrals	
TOTAL LEADS EXPECTED FROM METHODS	
Total Leads Goal	