Goal Worksheet			
	X.5	4	
I. Reflect: Review what made last year awesome; or not so.			
	12		
What am I most proud of?		1	
	¥0 3.6		
8		ji ji	
What unfinished business do I want to reschedule?		7 n.	
		12	
N. (1)	156		
<u> </u>		7	
What was I most excited about in the past year?			
		<del>                                     </del>	
Looking back, what should I have done differently?	.44	+	
g say me consult there done uniorently:	· · · · · · · · · · · · · · · · · · ·	+	
The second secon		+-1	
The state of the s		1	
What new dream would I like to achieve?			
The state of the s			
The second secon	2.		
What fear hald me back from achieving and a 12	The property of the same of th		
What fear held me back from achieving my goal?			
	ज़ि देहें स		
The same state of the same sta	de.		
What bored me this past year that I'd like to change?		j j	
· · · · · · · · · · · · · · · · · · ·	9 1.		
	<u> </u>		
What new, inspiring people would I like to bring into my life?	W.	4	
The second secon			
	_1		
Who do I want to get closer to this year?		i	
10	$\int_{a}^{b}$		

11111_1 = -1V2	Goal Worksheet (continued	)	
II. Define my area o		-	
What core areas of my life	do I want to achieve results in (health, business, learning, he	lping others, etc.)?	
	±1		
III. Get specific. De	velop three quantifiable outcomes.	, .	
	2	in	
Goal 1.		and the second s	
	**	# # 1 #	
Goal 2.			
	1	ý.	
Goal 3.	***************************************	9	
	3		FEET ASSE
IV. Get leverage. F	ind a compelling/emotional reason why.		
	and a constraint and a	100000000000000000000000000000000000000	
· · · · · · · · · · · · · · · · · · ·	The second secon		<del></del>
	The second secon		
V. What are the sn	nall steps to accomplish each of the outcom	ne above?	
1. a, b, c	The state of the sales of the sales of	ies anose:	
	33.		
2. a, b, c	ş.		
2. u, b, c	The second second		
3. a, b, c			
J. u, b, c			
VI. Schedule the si	mall stans		
The deficulate the Si	man steps.	100 to 10	
	1 N		
	J.	27.5 27.5 142.	
		Held Variation Market Ma Market Market Market Ma Ma Market Ma Ma Ma Ma Ma Ma Ma Ma Ma Ma Ma Ma Ma	
		- 14 - 15 - 17	
VII Ro zecountable	o Toll of long formation		
Name 1	e. Tell at least four other people my goals.		
Name 1			
Name 3	and the second s	73 a 35	
Name 4			
3.000			
VIII. Review my pr	rogress weekly and monthly.		
		# <sub>160</sub> ;	

•		i A.	Fire an annual property designed in the same terror and
My Business Plan for		eng. Fra:	,
19	de la companya della companya della companya de la companya della	2 - 14 - 12 - 12	
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ow much should a good real	estate salesperson earn a	annuallyr 🔯 💮	
м э	34 7eg	<u> </u>	
ow much did I earn during th	e last 12 months?		
	Å,	Ŕ.	
<mark>/</mark> ly 12-month minimum incon	ne requirement is:		(What do I pay in
oills?)	tid.	1 V	
	**************************************		
/iy 12-month projected comm	alstion income is:		
ny 12 monta projected collii		The state of the s	
ε			
Projected Listing Incor	ne\$ % <sup>-</sup>	Fotal	_# Required
9 <u>-</u>	· · · · · · · · · · · · · · · · · · ·		
Projected Selling Incor	ne'\$% To	otal	# Required
	divided by average Listir		
	**************************************	Graning Sommer	
्र My average monthly listing in	como roquiromento 6	1	
:	come requirements \$		
1 1	**************************************	97 18 5 7 18 7 1 18 7 1 18 7	
My average monthly selling in	come requirements \$	#	
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My average weekly income re	quirements \$		
(Total annual income			
:			
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Ay seller prospect sources:	i ji	#. (**	
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er e		\$	
My buyer prospect sources:			
3	6 Mal		
f.l exceed my minimum requ	irements by \$	. Lwill bea	the money to: (what do
really want to do?)		r will use	me money to: (what do
cany want to do:	2 ·		
LE 1 married at the second	7 8	2, 17, 24 24	
f I expect to increase my inco	me during the next 12 m	onths by \$	I must do
these things differently:	2500	15.7 4.1 4.1	
*		14	
4.	hat i with William	A.	
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i - i

## **Necessary Transactions**

•	OF
Based on past experience, you can estimate the number an	d description of transactions
that should be completed to generate an earnings goal. For	
know what percentage of their listings typically expire. For	
know what percentage of written offers fail. You can const	
The same personal age of written oners rail. Tou can const	det goals such as the following.
Soll homoratic (	
Sell homes at \$ to generate \$	•
List homes and have% sell at \$	to generate \$
Necessary Activities	9
	ю. Э
Finally, you can estimate the amount of activity necessary t	o complete targeted
transactions. You should not overlook support activities an	d should take necessary
expenses into account (and whether these expenses are de	ductible). Goals for necessary
activities might look like the following.	
To sell homes, I must have showings.	**** *
	2.
To have showings, I must generate buyer	eads by (date)
	(date).
To generate buyer leads, I must make te	olonbono celle en d
Journal Dayer reads, Finase make	elephone calls and
19. N-	
	4
(1947년 - 1947년 - 1947 - 1947년 - 1947	-
(describe other activities, including marketing with related costs).	- Para San San San San San San San San San Sa
(Adda other detayines, including that ketting with related costs).	
To list homes, I must give listing prese	m&m&i =
10 list homes, I must give listing prese	ntations.
To give	
To give listing presentations, I must generate	seller leads by
(date).	25
_	£.
To generate seller leads, I must make	telephone calls
	en.
and	
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To a	<u>E</u>
(describe other activities, including marketing, with related costs).	91 125
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