

the motivational

PLANNER

for

REAL ESTATE

2026

“life is beautiful”

but you have to work at it to make it so.

— Mary Mouritsen, founder of Barefoot Bungalow Homes

year at a glance

2026

JANUARY

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

FEBRUARY

S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28

MARCH

S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

APRIL

S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

MAY

S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

JUNE

S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

JULY

S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

AUGUST

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

SEPTEMBER

S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

OCTOBER

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

NOVEMBER

S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

DECEMBER

S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

achieving my goals

income

I WANT TO MAKE \$_____ IN COMMISSION IN THIS YEAR.
THAT'S AN AVERAGE OF \$_____ PER MONTH.

closed transactions

IF I AVERAGE \$_____ IN COMMISSION PER TRANSACTION,
& I WANT TO MAKE \$_____ IN COMMISSION THIS YEAR,
I NEED TO CLOSE _____ TRANSACTIONS THIS YEAR.
THAT'S AN AVERAGE OF _____ CLOSED TRANSACTIONS PER MONTH.

leads

IF IT TAKES AN AVERAGE OF _____ LEADS TO CLOSE 1 TRANSACTION,
I NEED TO GENERATE _____ LEADS PER YEAR TO REACH MY GOAL.
THAT'S AN AVERAGE OF _____ LEADS PER MONTH.

MY #1 GOAL FOR THIS YEAR IS:

“setting goals

”

is the first step in turning the invisible into the visible.

- Tony Robbins, author, coach & speaker

the plan

TO REACH MY GOAL TO GENERATE _____ LEADS PER MONTH, I WILL:

“You need to fear not having the business more than you fear calling your leads.”
— Beverly Ruffner, real estate coach

WHEN BUSINESS IS SLOW, I WILL:

“Don’t sit around waiting for your broker to feed you, because you will starve.”
— Terrica Lynn Smith, broker-owner of Cachet Real Estate

WHEN I’M LACKING MOTIVATION, I WILL:

“Successful people do what unsuccessful people are not willing to do. Don’t wish it were easier; wish you were better.” — Jim Rohn, entrepreneur

TO IMPROVE FROM LAST YEAR, I WILL:

“the consistency of your actions”
directly correlates with the consistency of your income.

- Melissa Sofia, founder of Avenue Home Collective

mindset

TRAITS MY CLIENTS APPRECIATE MOST ABOUT ME ARE:

“A call to a past client is not a sales call. It’s a relationship call. And there’s a world of difference.” — Allan Goldstein

MY BIGGEST STRENGTHS IN REAL ESTATE ARE:

“You need to be courageous, even when things come up against you ... you need to be vibrant because your energy is what’s going to attract your business.”
— Terrica Lynn Smith, broker-owner of Cachet Real Estate

MY STRONGEST ATTRIBUTES ARE:

“A pessimist sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty.” — Winston Churchill, former Prime Minister of the UK

MY GREATEST ACCOMPLISHMENT LAST YEAR WAS:

“if you’re committed to it, you’ll find a way. If not, you’ll find an excuse.”
- Adam Contos, former ceo & director of re/max holdings, inc.

inspiration

MY GREATEST SOURCE OF INSPIRATION COMES FROM:

“Do not let any obstacles stop you. Where there are obstacles, there are also great opportunities.” — Dottie Herman, vice chair at Douglas Elliman

I AM MOST MOTIVATED BY:

“If you want to be happy, set a goal that commands your thoughts, liberates your energy, and inspires your hopes.” — Andrew Carnegie, Founder Carnegie Steel Co.

I FIND HAPPINESS IN:

“If you love life, don’t waste time, for time is what life is made up of.”
— Bruce Lee, martial artist

SELF AFFIRMATIONS:

“the only person

you are destined to become is the person you decide to be.

— Ralph Waldo Emerson, author

”

monthly goals

2026

JANUARY

FEBRUARY

MARCH

APRIL

MAY

JUNE

JULY

AUGUST

SEPTEMBER

OCTOBER

NOVEMBER

DECEMBER

goal breakdown

DATE SET _____

TARGET BY _____

ACHIEVED _____

THE GOAL

THIS GOAL WILL ALLOW ME TO

STEPS TO ACHIEVE THIS GOAL

TARGET BY

☐

☐

☐

☐

☐

SUPPORT & ACCOUNTABILITY FROM

I WILL CELEBRATE MY SUCCESS BY

NOTES

january
2026

SUN	MON	TUE	WED	THU	FRI	SAT
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

TO DO LIST

JANUARY GOALS

FINANCES & MONTHLY TARGETS

[illegible][illegible]

january

IN REVIEW

HIGHLIGHTS OF THE MONTH

THINGS I LEARNED

THINGS I'M GRATEFUL FOR

THINGS TO IMPROVE ON NEXT MONTH

MY #1 GOAL FOR NEXT MONTH

TOTAL COMMISSION MADE THIS MONTH \$ _____

february
2026

SUN	MON	TUE	WED	THU	FRI	SAT
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28

TO DO LIST

FEBRUARY GOALS

february

FINANCES & MONTHLY TARGETS

INCOME		
DATE	DESCRIPTION	AMOUNT
TOTAL		

EXPENSES		
DATE	DESCRIPTION	AMOUNT
TOTAL		

MONTHLY TARGETS		
	GOAL	ACTUAL
CONTACTS		
APPOINTMENTS		
LISTINGS		
BUYERS		
CONTRACTS		
CLOSINGS		
COMMISSIONS		

NOTES

february

IN REVIEW

HIGHLIGHTS OF THE MONTH

THINGS I LEARNED

THINGS I'M GRATEFUL FOR

THINGS TO IMPROVE ON NEXT MONTH

MY #1 GOAL FOR NEXT MONTH

TOTAL COMMISSION MADE THIS MONTH \$ _____

march
2026

SUN	MON	TUE	WED	THU	FRI	SAT
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

TO DO LIST

Handwriting practice lines with dashed boxes for letter formation.

MARCH GOALS

march FINANCES & MONTHLY TARGETS

march FINANCES & MONTHLY TARGETS

[illegible][illegible]

MONTHLY TARGETS		
	GOAL	ACTUAL
CONTACTS		
APPOINTMENTS		
LISTINGS		
BUYERS		
CONTRACTS		
CLOSINGS		
COMMISSIONS		

NOTES

[illegible]

march

IN REVIEW

HIGHLIGHTS OF THE MONTH

THINGS I LEARNED

THINGS I'M GRATEFUL FOR

THINGS TO IMPROVE ON NEXT MONTH

MY #1 GOAL FOR NEXT MONTH

TOTAL COMMISSION MADE THIS MONTH \$ _____

april 2026

SUN	MON	TUE	WED	THU	FRI	SAT
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

TO DO LIST

APRIL GOALS

april

FINANCES & MONTHLY TARGETS

[illegible][illegible]

MONTHLY TARGETS		
	GOAL	ACTUAL
CONTACTS		
APPOINTMENTS		
LISTINGS		
BUYERS		
CONTRACTS		
CLOSINGS		
COMMISSIONS		

NOTES

[illegible]

april IN REVIEW

HIGHLIGHTS OF THE MONTH

Template Link and Basic Instructions

THINGS I LEARNED

THINGS I'M GRATEFUL FOR

THINGS TO IMPROVE ON NEXT MONTH

MY #1 GOAL FOR NEXT MONTH

TOTAL COMMISSION MADE THIS MONTH \$ _____

may 2026

SUN	MON	TUE	WED	THU	FRI	SAT
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

TO DO LIST

MAY GOALS

FINANCES & MONTHLY TARGETS

[illegible][illegible]

MONTHLY TARGETS		
	GOAL	ACTUAL
CONTACTS		
APPOINTMENTS		
LISTINGS		
BUYERS		
CONTRACTS		
CLOSINGS		
COMMISSIONS		

NOTES

may

IN REVIEW

HIGHLIGHTS OF THE MONTH

THINGS I LEARNED

THINGS I'M GRATEFUL FOR

THINGS TO IMPROVE ON NEXT MONTH

MY #1 GOAL FOR NEXT MONTH

TOTAL COMMISSION MADE THIS MONTH \$ _____

june
2026

SUN	MON	TUE	WED	THU	FRI	SAT
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

TO DO LIST

JUNE GOALS

june

FINANCES & MONTHLY TARGETS

[illegible][illegible]

MONTHLY TARGETS		
	GOAL	ACTUAL
CONTACTS		
APPOINTMENTS		
LISTINGS		
BUYERS		
CONTRACTS		
CLOSINGS		
COMMISSIONS		

NOTES

[illegible]

june

IN REVIEW

HIGHLIGHTS OF THE MONTH

THINGS I LEARNED

THINGS I'M GRATEFUL FOR

THINGS TO IMPROVE ON NEXT MONTH

MY #1 GOAL FOR NEXT MONTH

TOTAL COMMISSION MADE THIS MONTH \$ _____

july 2026

SUN	MON	TUE	WED	THU	FRI	SAT
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

TO DO LIST

JULY GOALS

[illegible]

FINANCES & MONTHLY TARGETS

[illegible][illegible]

MONTHLY TARGETS		
	GOAL	ACTUAL
CONTACTS		
APPOINTMENTS		
LISTINGS		
BUYERS		
CONTRACTS		
CLOSINGS		
COMMISSIONS		

NOTES

july

IN REVIEW

HIGHLIGHTS OF THE MONTH

THINGS I LEARNED

THINGS I'M GRATEFUL FOR

THINGS TO IMPROVE ON NEXT MONTH

MY #1 GOAL FOR NEXT MONTH

TOTAL COMMISSION MADE THIS MONTH \$ _____

august 2026

SUN	MON	TUE	WED	THU	FRI	SAT
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

TO DO LIST

A handwriting practice sheet with eight rows. Each row consists of a solid top line, a dashed middle line, and a solid bottom line. On the left side of each row is a dashed square box for letter formation.

AUGUST GOALS

august

FINANCES & MONTHLY TARGETS

[illegible][illegible]

MONTHLY TARGETS		
	GOAL	ACTUAL
CONTACTS		
APPOINTMENTS		
LISTINGS		
BUYERS		
CONTRACTS		
CLOSINGS		
COMMISSIONS		

NOTES

[illegible]

august IN REVIEW

HIGHLIGHTS OF THE MONTH

THINGS I LEARNED

THINGS I'M GRATEFUL FOR

THINGS TO IMPROVE ON NEXT MONTH

MY #1 GOAL FOR NEXT MONTH

TOTAL COMMISSION MADE THIS MONTH \$ _____

september 2026

SUN	MON	TUE	WED	THU	FRI	SAT
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

TO DO LIST

SEPTEMBER GOALS

FINANCES & MONTHLY TARGETS

[illegible][illegible]

september

IN REVIEW

HIGHLIGHTS OF THE MONTH

THINGS I LEARNED

THINGS I'M GRATEFUL FOR

THINGS TO IMPROVE ON NEXT MONTH

MY #1 GOAL FOR NEXT MONTH

TOTAL COMMISSION MADE THIS MONTH \$ _____

october 2026

SUN	MON	TUE	WED	THU	FRI	SAT
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

TO DO LIST

A handwriting practice sheet for the letter 'Q'. It features five rows, each designed to help students learn the correct stroke and placement of the letter. Each row begins with a dashed square box, likely representing the starting point and shape of the letter. This is followed by a solid top line, a dashed midline, and a solid bottom line, providing a guide for letter height and placement.

OCTOBER GOALS

october F
MO

FINANCES & MONTHLY TARGETS

[illegible]

EXPENSES		
DATE	DESCRIPTION	AMOUNT
TOTAL		

MONTHLY TARGETS		
	GOAL	ACTUAL
CONTACTS		
APPOINTMENTS		
LISTINGS		
BUYERS		
CONTRACTS		
CLOSINGS		
COMMISSIONS		

NOTES

[illegible]

october

IN REVIEW

HIGHLIGHTS OF THE MONTH

THINGS I LEARNED

THINGS I'M GRATEFUL FOR

THINGS TO IMPROVE ON NEXT MONTH

MY #1 GOAL FOR NEXT MONTH

TOTAL COMMISSION MADE THIS MONTH \$ _____

november 2026

SUN	MON	TUE	WED	THU	FRI	SAT
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

TO DO LIST

A handwriting practice sheet with eight rows. Each row consists of a solid top line, a dashed middle line, and a solid bottom line. On the left side of each row is a dashed square box for letter formation.

NOVEMBER GOALS

FINANCES & MONTHLY TARGETS

[illegible][illegible]

november

IN REVIEW

HIGHLIGHTS OF THE MONTH

THINGS I LEARNED

THINGS I'M GRATEFUL FOR

THINGS TO IMPROVE ON NEXT MONTH

MY #1 GOAL FOR NEXT MONTH

TOTAL COMMISSION MADE THIS MONTH \$ _____

december 2026

SUN	MON	TUE	WED	THU	FRI	SAT
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

TO DO LIST

DECEMBER GOALS

A handwriting practice sheet with five rows. Each row starts with a dashed square box for a letter, followed by a dashed line, a solid middle line, and a dashed line for a second letter.

FINANCES & MONTHLY TARGETS

EXPENSES		
DATE	DESCRIPTION	AMOUNT
TOTAL		

[illegible]

december

IN REVIEW

HIGHLIGHTS OF THE MONTH

THINGS I LEARNED

THINGS I'M GRATEFUL FOR

THINGS TO IMPROVE ON NEXT MONTH

MY #1 GOAL FOR NEXT MONTH

TOTAL COMMISSION MADE THIS MONTH \$ _____

weekly planner

WEEK OF:

[illegible]

daily planner

DAY :

6 AM

7 AM

8 AM

9 AM

10 AM

11 AM

12 AM

1 PM

2 PM

3 PM

4 PM

5 PM

6 PM

7 PM

8 PM

9 PM

TODAYS FOCUS

[illegible]

DAILY GRATITUDE

[illegible]

TO DO LIST

sunday

DATE :

6 AM

7 AM

8 AM

9 AM

10 AM

11 AM

12 AM

1 PM

2 PM

3 PM

4 PM

5 PM

6 PM

7 PM

8 PM

9 PM

TODAYS FOCUS

[illegible]

DAILY GRATITUDE

[illegible]

TO DO LIST

A handwriting practice sheet featuring ten rows. Each row is designed for practicing letter formation and alignment. It begins with a dashed square, which serves as a guide for the shape and size of the letters. Following the square are three horizontal dashed lines, which provide a visual reference for the height and placement of the letters within the row. The rows are evenly spaced and cover the majority of the page, leaving a small margin at the bottom.

monday

DATE :

6 AM

7 AM

8 AM

9 AM

10 AM

11 AM

12 AM

1 PM

2 PM

3 PM

4 PM

5 PM

6 PM

7 PM

8 PM

9 PM

TODAYS FOCUS

[illegible]

DAILY GRATITUDE

[illegible]

TO DO LIST

A handwriting practice sheet featuring ten rows. Each row starts with a dashed square, likely for practicing the letter 'Q'. Following the square are three horizontal dashed lines, providing a guide for letter height and placement on the page.

tuesday

DATE :

6 AM

7 AM

8 AM

9 AM

10 AM

11 AM

12 AM

1 PM

2 PM

3 PM

4 PM

5 PM

6 PM

7 PM

8 PM

9 PM

TODAYS FOCUS

[illegible]

DAILY GRATITUDE

[illegible]

TO DO LIST

wednesday

DATE :

6 AM

7 AM

8 AM

9 AM

10 AM

11 AM

12 AM

1 PM

2 PM

3 PM

4 PM

5 PM

6 PM

7 PM

8 PM

9 PM

TODAYS FOCUS

[illegible]

DAILY GRATITUDE

[illegible]

TO DO LIST

A handwriting practice sheet featuring ten rows. Each row is designed for practicing letter formation and placement. It begins with a dashed square, likely for the letter 'Q', followed by three horizontal dashed lines that define the height and baseline for the letters.

thursday

DATE :

6 AM

7 AM

8 AM

9 AM

10 AM

11 AM

12 AM

1 PM

2 PM

3 PM

4 PM

5 PM

6 PM

7 PM

8 PM

9 PM

TODAYS FOCUS

[illegible]

DAILY GRATITUDE

[illegible]

TO DO LIST

A handwriting practice sheet featuring ten rows. Each row is designed for practicing letter formation and alignment. It begins with a dashed square, likely for the letter 'Q', followed by three horizontal dashed lines that provide a guide for the height and placement of the letters.

friday

DATE :

6 AM

7 AM

8 AM

9 AM

10 AM

11 AM

12 AM

1 PM

2 PM

3 PM

4 PM

5 PM

6 PM

7 PM

8 PM

9 PM

TODAYS FOCUS

[illegible]

DAILY GRATITUDE

[illegible]

TO DO LIST

saturday

DATE :

6 AM

7 AM

8 AM

9 AM

10 AM

11 AM

12 AM

1 PM

2 PM

3 PM

4 PM

5 PM

6 PM

7 PM

8 PM

9 PM

TODAYS FOCUS

[illegible]

DAILY GRATITUDE

[illegible]

TO DO LIST

business expenses 2026

EXPENSE	BUDGET	ACTUAL
MLS FEES		
DUES / FEES		
OFFICE FEES		
OFFICE SUPPLIES		
EQUIPMENT (LAPTOP, TABLET, PHONE, ETC)		
PHONE LINE		
INTERNET		
ACCOUNTANT, LEGAL		
COACHING, CONSULTANT		
EDUCATION (BOOKS, SEMINARS, ETC)		
MILEAGE		
PARKING		
TRAVEL		
BUSINESS ENTERTAINMENT (MEALS, COFFEE, ETC)		
CLIENT GIFTS		
DONATIONS, SPONSORSHIPS, ETC		
MISC SALES EXPENSES (INSPECTIONS, STAGING, ETC)		
MARKETING MATERIAL (FLYERS, SIGNS, ETC)		
PRINT ADVERTISING		
ONLINE ADVERTISING		
DIRECT MAIL		
TOTAL FOR 2026		

2026 *year* IN REVIEW

MY GREATEST ACHIEVEMENTS

THE MOST IMPORTANT THING I LEARNED ABOUT REAL ESTATE

THE MOST IMPORTANT THING I LEARNED ABOUT MYSELF

THINGS TO IMPROVE ON NEXT YEAR

MY #1 GOAL FOR NEXT YEAR

MY TOTAL COMMISSION MADE IN 2026 \$ _____

2026 *year* IN REVIEW

2026 *year* IN REVIEW

2026 *year* IN REVIEW

	GROSS INCOME	-	EXPENSES	=	TOTAL INCOME
JANUARY					
FEBRUARY					
MARCH					
APRIL					
MAY					
JUNE					
JULY					
AUGUST					
SEPTEMBER					
OCTOBER					
NOVEMBER					
DECEMBER					
TOTALS					

GOALS ACCOMPLISHED

[illegible]

birthdays

2026

JANUARY

FEBRUARY

MARCH

APRIL

MAY

JUNE

JULY

AUGUST

SEPTEMBER

OCTOBER

NOVEMBER

DECEMBER

notes

DATE :

“be willing to eat, sleep and breathe”

the business. Success doesn't sleep and it doesn't wait for anyone.

– Dottie Herman, Vice chair at Douglas Elliman