

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:	_____	_____
10. Number of role-play sessions:	_____	_____
11. Other goals:		
A. _____		

B. _____		

C. _____		

D. _____		
