

MY PURPOSE Why am I doing all of this?

Me:	Team:
Family:	Legacy:

UNPACK THE 3-1-90 Bringing our vision to life.

Domain	3 Year Vision	1 Year Target	90 Day Action
Health			
Brand			
Relationships			
Income			
Wealth			

MY FORCE MULTIPLIERS

Sowing the seeds for an amazing future.

01/	
02/	
03/	
04/	
05/	

MY COMMUNITY

Build the List. Serve the List.

TODAY		GOAL	
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01/	
02/	
03/	
04/	
05/	

MONTHLY FOCUS AREAS

Building on a monthly cadence for business and personal growth.

JAN		JUL	
FEB		AUG	
MAR		SEP	
APR		OCT	
MAY		NOV	
JUN		DEC	

ESTIMATE YOUR DAILY NUMBER

Transaction Goal Worksheet #1.

#	Action	Number	Calculation Guidance
01/	Transaction Goal		or Goal Volume divided by Average Sales Price
02/	Total New Prospect Conversations Needed Annually		Multiply Line 1 × 59 Conversation to Deal Ratio
03/	Total New Prospect Conversations Needed Monthly		Divide Line 2 by 11 (months)
04/	Total Daily New Prospect Conversations Needed to Reach Goal		Divide Line 3 by 20 (working days per month)

ANNUAL DASHBOARD

Transaction Goal Worksheet #2.

#	Action	You	Team
01/	Volume Goal for the Year		
02/	Number of Transactions Needed for Goals		
03/	Listing Appointments Attended		
04/	Listings Won / Taken		
05/	Listings Sold		
06/	Buyer Consultations		
07/	Buyer Represented Sales		

ATTRACTION STRATEGY

Growing our team and legacy.

TODAY		GOAL	
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MY COMMITMENTS

Success habits, rituals and routines.

01/	
02/	
03/	
04/	
05/	

01/	
02/	
03/	
04/	
05/	

MY ANCHOR

When I remind myself of this... it helps me refocus and believe in a bigger and better future.

Me:	Team:
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