

MY PURPOSE Why am I doing all of this?

5 YEAR FUTURE SELF

My vivid vision as I look forward and reflect back.

01/	
02/	
03/	
04/	
05/	

TOP 5 GOALS

My top goals for the year ahead.

01/	
02/	
03/	
04/	
05/	

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 x 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 my contribution and legacy.

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

MY COMMITMENTS

Success habits, rituals and routines.

01/	
02/	
03/	
04/	
05/	