



## 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	_____	_____
9. Total price reductions	_____	_____
10. Number of role-play sessions	_____	_____
11. Other goals		
a.	_____	_____
b.	_____	_____
c.	_____	_____
d.	_____	_____