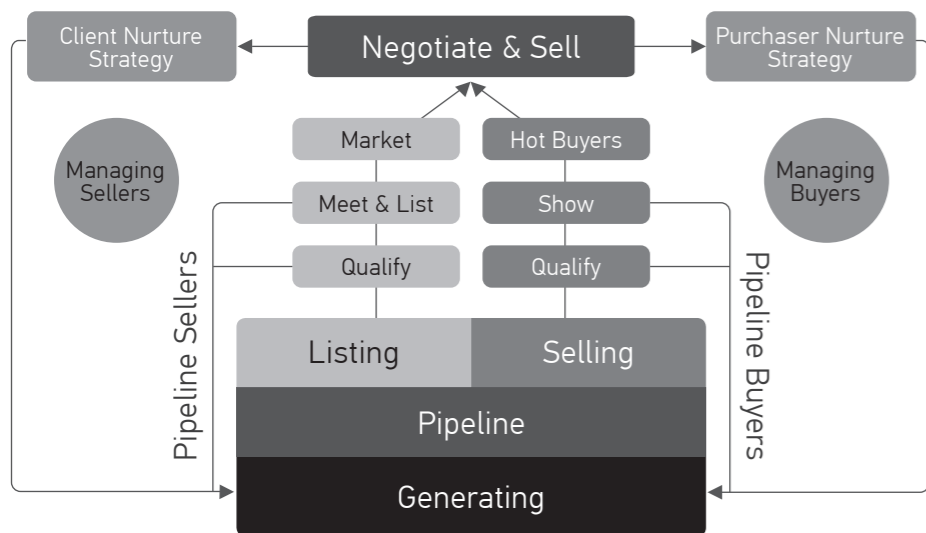
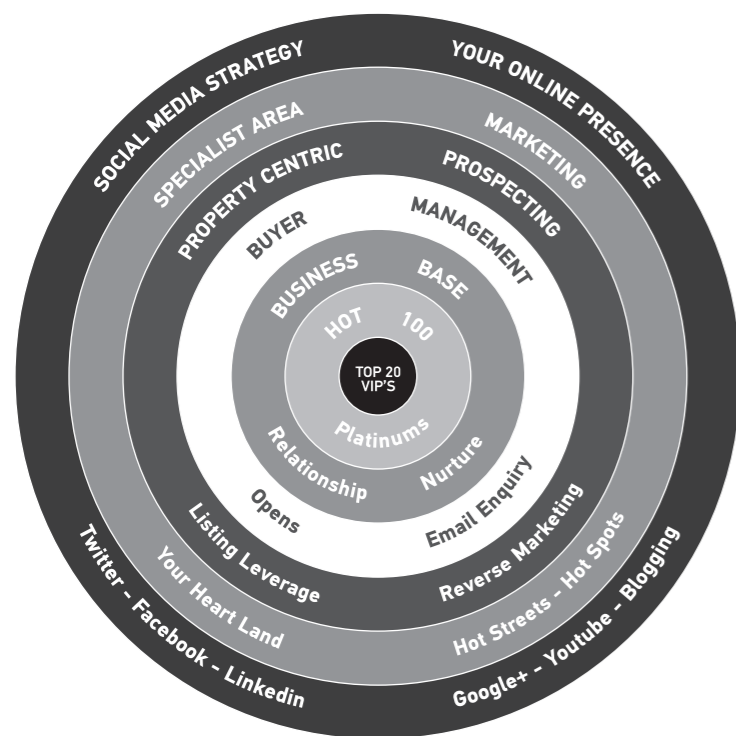


Results Profit Zone™



Business Generation Bullseye



6 Key Goals

- 1 Powerfully generate listing opportunities into pipeline
- 2 Nurture those opportunities so they are ready to list
- 3 Differentiate and win the listing
- 4 Have excellent sell through - great sales results
- 5 Build your profile and your network
- 6 Have fun and enjoy the ride

Your Winning Formula

- ◆ Master your ideal week
- ◆ Create raving fans
- ◆ Nurture relationships
- ◆ Take the authority position
- ◆ Think advancement
- ◆ Be a deal maker
- ◆ Create "My Agent" philosophy
- ◆ Build your Business Base
- ◆ Be impressive with everything you do
- ◆ Maintain Positive Expectancy

How do you show up?

Rate the following from 1-10

1. Reliability, Honesty & Integrity	1	2	3	4	5	6	7	8	9	10
2. A sincere desire to help people	1	2	3	4	5	6	7	8	9	10
3. Hardworking, Organised & Proactive	1	2	3	4	5	6	7	8	9	10
4 Energy & Engaging Personality	1	2	3	4	5	6	7	8	9	10
5. Ambitious & Results Driven	1	2	3	4	5	6	7	8	9	10
6. Superior Knowledge Base	1	2	3	4	5	6	7	8	9	10
7. Self-motivated & Committed	1	2	3	4	5	6	7	8	9	10
8. Connections & Relationships	1	2	3	4	5	6	7	8	9	10
9. Willing to Grow & Improve	1	2	3	4	5	6	7	8	9	10
10. Team Player	1	2	3	4	5	6	7	8	9	10

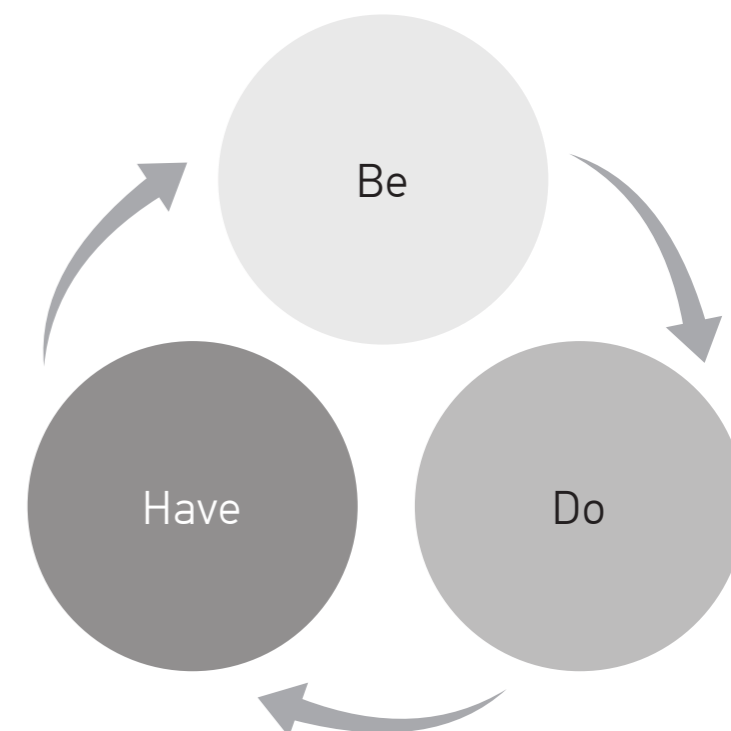


Agent Growth Plan

For:

Date: / /

“
The best way to predict the future is to invent it!
”



Personal Goals

By the Numbers	Year	Q1	Q2	Q3	Q4
Appraisal Goal #					
Listing Goal #					
Sales Goal #					
Average Days on Market					
Commission Rate %					
Seller Paid Marketing \$					
Gross Fees \$					
Personal Revenue \$					
Ideal Listings Held #					
Pipeline A #					
Pipeline B #					

Market Position

Business Goals

Key Business Values

<p>Nurturing</p> <hr/> <hr/> <hr/> <hr/>	<p>Networking</p> <hr/> <hr/> <hr/> <hr/>
<p>Marketing</p> <hr/> <hr/> <hr/> <hr/>	<p>Prospecting</p> <hr/> <hr/> <hr/> <hr/>

CRM Database Plan

Service Experience

Additional Key Upgrades

Opportunities & Challenges to Achieving Your Plan

Support/Coaching
