|  |  |  |  |
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| **NAME** |  | **OFFICE** |  |
| **Date** |  | **Review Date** | **July 2018** |

***Business Planning April 2018 – March 2019***

|  |  |  |
| --- | --- | --- |
| **ANNUAL GOAL** | **MY TARGET THIS YEAR**  | **MY TARGET THIS NEXT QUARTER**  |
| **Income** |  |  |
| **Prospecting Calls / Day**  |  |  |
| **Appraisals / Month** |  |  |
| **Auctions**  |  |  |
| **Exclusives** |  |  |
| **Sales** |  |  |
| **Personal Website** |  |  |
| **Facebook/Instagram followers** |  |  |
| **Facebook/Instagram posts**  |  |  |
| **Client database** |  |  |
| **Personal Marketing Emails** |  |  |
| **Personal marketing print** |  |  |
| **Vendor Funding $** |  |  |
| **Open Homes held weekly** |  |  |
| **Client appreciation** |  |  |
| **Days off / Holidays** |  |  |
| **Wealth creation, investment, savings** |  |  |
| **Community involvement / giving back** |  |  |
|  |  |  |
|  |  |  |

|  |  |
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| **BIG FOUR** | **AN ACTION ON EACH OF MY BIG FOUR** |
| 1. |  |
| 2. |  |
| 3. |  |
| 4. |  |

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| **MY HEALTH & WELL BEING GOALS & TARGETS** |
|  |

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| **MY KEY SKILLS TO DEVELOP THIS YEAR** |
| 1. |
| 2. |
| 3. |

|  |
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| **MY MOST PRODUCTIVE ACTIVITIES – DAILY / WEEKLY** |
| **1.****2.****3.****4.****5.** |