

Team Member Business Plan

Name _____ Date _____

The Numbers

Gross commission _____

Listings _____

Auctions _____

Private treaty _____

Face-to-face meetings _____

Appraisals _____

Buyer inspections _____

Average fee \$ _____

Average time _____

Gross Commission Income

Month	Target	Actual
January		
February		
March		
April		
May		
June		
July		
August		
September		
October		
November		
December		
Total		

Listings

Month	Target	Actual
January		
February		
March		
April		
May		
June		
July		
August		
September		
October		
November		
December		
Total		

Appraisals

Month	Target	Actual
January		
February		
March		
April		
May		
June		
July		
August		
September		
October		
November		
December		
Total		

Buyer Inspections

Month	Target	Actual
January		
February		
March		
April		
May		
June		
July		
August		
September		
October		
November		
December		
Total		

Face-to-Face Meetings

Week	Target	Actual
52		
51		
50		
49		
48		
47		
46		
45		
44		
43		
42		
41		
40		

Week	Target	Actual
39		
38		
37		
36		
35		
34		
33		
32		
31		
30		
29		
28		
27		
26		
25		
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