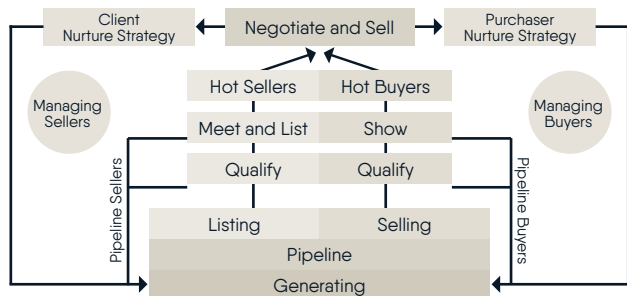
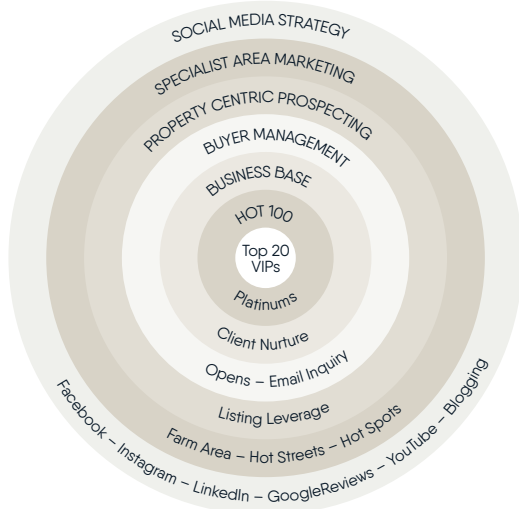


RESULTS PROFIT ZONE



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 and 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 and proactive	1	2	3	4	5	6	7	8	9	10
4	Energy and engaging personality	1	2	3	4	5	6	7	8	9	10
5	Ambitious and 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 and committed	1	2	3	4	5	6	7	8	9	10
8	Connections and relationships	1	2	3	4	5	6	7	8	9	10
9	Willing to grow and improve	1	2	3	4	5	6	7	8	9	10
10	Team player	1	2	3	4	5	6	7	8	9	10

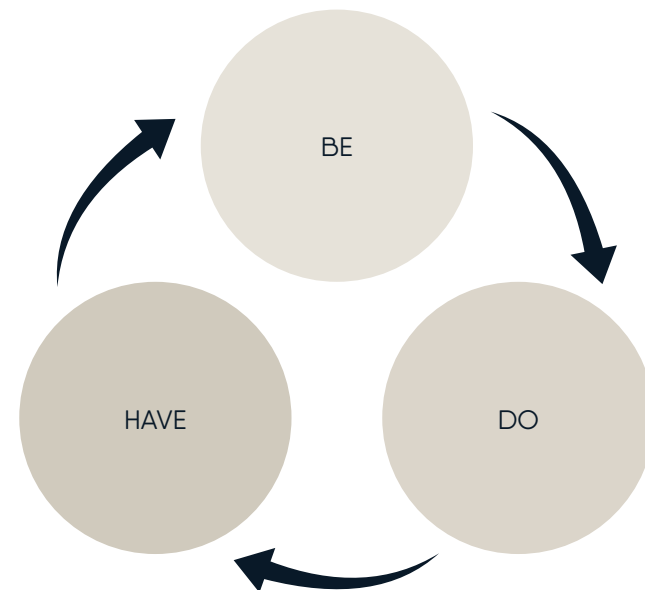
MICHAEL SHEARGOLD

NAME

DATE _____

AGENTS GROWTH PLAN

THE BEST WAY TO PREDICT THE FUTURE IS TO INVENT IT!



AGENT GROWTH PLAN

PERSONAL GOALS 	<table border="1"> <tr> <th>BY THE NUMBERS</th> <th>YEAR</th> <th>Q1</th> <th>Q2</th> <th>Q3</th> <th>Q4</th> </tr> <tr><td>Appraisal Goal #</td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>Listing Goal #</td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>Sales Goal #</td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>Average Days on Market</td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>Commission Rate %</td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>Seller Paid Marketing \$</td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>Gross Fees \$</td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>Personal Revenue \$</td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>Ideal Listings Held #</td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>Pipeline A #</td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>Pipeline B #</td><td></td><td></td><td></td><td></td><td></td></tr> </table>	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
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