



2016 Real Estate Success Plan

Transaction Goal for 2016 _____

Income Goal for 2016 _____

Your 12 Month Real Estate Success Plan creates action and accountability.
Keeping track of the actions you control is the best way to achieve Success.

1. Specific 2016 production goals:
2. The numbers required to achieve my goals:
3. My daily schedule:
4. Challenges and Solutions:

2016 Production Goals

1. Income goal: _____
2. Closed deals goal: _____
3. Listing appointment goal: _____
4. Listings taken goal: _____
5. Listings sold goal: _____
6. Buyer sales goal: _____
7. Goal hours per week: _____
8. Goal days worked: _____
9. Prospecting goal: _____
10. Contact goal: _____

Numbers Required Actions to Achieve the Goals

Read "The 4 Disciplines of Execution" to set the actions needed to reach success.

1. Listings leads generated: _____
2. Listings appointments made: _____
3. Buyer leads generated: _____
4. Buyer appointments made: _____
5. Ratio of appointments to contracts: _____

Daily Schedule – Stay on Schedule to Achieve the Success

Read “Miracle Morning” to see when your day should start

5:30	6:00	-	_____
6:00	6:30	-	_____
6:30	7:00	-	_____
7:00	7:30	-	_____
7:30	8:00	-	_____
8:00	8:30	-	_____
8:30	9:00	-	_____
9:00	9:30	-	_____
9:30	10:00	-	_____
10:00	10:30	-	_____
10:30	11:00	-	_____
11:00	11:30	-	_____
11:30	12:00	-	_____
12:00	12:30	-	_____
12:30	1:00	-	_____
1:00	1:30	-	_____
1:30	2:00	-	_____
2:00	2:30	-	_____
2:30	3:00	-	_____
3:00	4:00	-	_____
5:00	6:00	-	_____
7:00	8:00	-	_____
9:00	10:00	-	_____
11:00	12:00	-	_____

Read “The 10X Rule” to see when your day should end

Challenge: _____

Solution: _____

Challenge: _____

Solution: _____
