**My 2017 Business Plan**

Name:

**Production**

|  |  |  |
| --- | --- | --- |
|  | **2016** | **2017 Goal** |
| **# of Closed Transactions** |  |  |
| **$ Closed Transaction** |  |  |
| **# of Listings** |  |  |
| **# of Referrals** |  |  |
| **# of Admin Fees** |  |  |
| **# Agents Recruited** |  |  |

**My Plan For Success**

|  |  |  |
| --- | --- | --- |
|  | **2016** | **2017** |
| **# Contacts in Database** |  |  |
| **# Mailings to Database** |  |  |
| **Printed** |  |  |
| **Electronic** |  |  |
| **Other** |  |  |
| **# of Calls Per Day** |  |  |
| **# of Open Houses** |  |  |

**Training**

|  |  |  |
| --- | --- | --- |
|  | **2016** | **2017** |
| **Company Training Classes** |  |  |
| **Board & Other** |  |  |
| **Real Estate Designations Obtained** |  |  |
| **Company Breakfasts Attended** |  |  |

**Involvement**

|  |  |
| --- | --- |
| **Organizations I belong to:**  1)  2)  3)  4)  5) | **Five Least Favorite Things About Working At Counts Real Estate Group**  1)  2)  3)  4)  5) |
| **Five Things I Like About Working At Counts**  1)  2)  3)  4)  5) | I have car signs Yes No  I plan to use car signs Yes No |