



Quarterly Review

Every 90 days, we have to take the time to accumulate in-depth and analyze in-depth, what has happened in our business. The easiest way to do this is to take time and put all the appropriate numbers together so we can make logical decisions, instead of emotional decisions, regarding what we have to do next.

1. Transaction Goal for current year _____
2. Listing goal for current year _____
3. Listing appointments this quarter _____ YTD _____
4. Total listings taken this quarter _____ YTD _____
5. Total listings sold this quarter _____ YTD _____
6. Total buyer sales this quarter _____ YTD _____
7. Sum of numbers 5 and 6 _____ YTD _____
8. This quarter equals ____% of current year goal _____ YTD _____
9. Total closings this quarter _____ YTD _____
10. Total income this quarter _____ YTD _____

11. Based on this review, I am probably going to end up with _____ deals closed for the year.

12. What did I do exceptionally well this quarter?

13. What did I not do well in the first half?

14. What three or four things do I have to do in the next quarter to make sure I achieve the goal I've set?

1. _____
2. _____
3. _____
4. _____

Our Goal Is Simple. . .To Help You Reach Yourssm