

**Business Plan: Weekly and To-Date  
Business Plan  
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**Week of :** \_\_\_\_\_ **20** \_\_\_\_\_

	<u><b>This Week</b></u>	<u><b>To-Date</b></u>
1. Number of days worked:	_____ ( __ wk/ ____ day)	_____
2. Number of hours spent prospecting:	_____ ( __ X __ h)	_____
3. Number of real contacts:	_____ ( __ wk X __ C)	_____
4. Number of listing Appts:	_____ ( __ wk.X __ appt)	_____
5. Number of listings:	_____ ( __ listing/wk)	_____
6. Number expired listings:	_____	_____
7. Number of cancelled listing	_____	_____
8. Number sold listings:	_____ (my listings)	_____
9. Number of sales collaborations:	_____ (my buyers)	_____
10. Number of sales by other agents:	_____ (with my buyers)	_____
11. Number of sales by buyers agents:	_____ (with <u>their</u> buyers)	_____
12. Referral clients .:	_____ (sales, or mortgage)	_____
13. Number of revised price :	_____	_____
14. Number of sales ready to close:	_____	_____
15. Number of sales closed:	_____	_____
16. Amount of \$ made:	_____ \$ ( __ Tr <sup>1</sup> X _____ \$)	_____
17. Business expenses:	_____ \$	_____
18. Profit before tax:	_____ \$	_____
19. Number of sales closing next year:	_____ (Carry over)	_____
20. Number of listing in house:	_____	_____
21. Average price of sale:	_____ \$	_____
22. Average commission:	_____ \$	_____

**YOUR REALTY-SUCCESS OF THE WEEK:**

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***The Realty-Success Method***

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