

## Jared James - Know Your Numbers

Goal GCI	(Insert Number Here)	Appts/week	#VALUE!
		Appts/month	#VALUE!
Average Commission in previous year	(Insert Number Here)		
# of transactions to reach goal	#VALUE!		

Previous Year	
Listing appointments	(Insert Number Here)
Listed	(Insert Number Here)
Sold listings	(Insert Number Here)
Closing percentage	#VALUE!

This year I want to sell \_\_\_\_ listings (Insert Number Here)

Listing appointments needed #VALUE!

Previous Year	
Potential buyers	(Insert Number Here)
Worked with	(Insert Number Here)
Sold homes	(Insert Number Here)
Closing percentage	#VALUE!

This year I want to sell houses to \_\_\_\_ buyers (Insert Number Here)

Buyer appointments needed #VALUE!

	Per month	Per week
Listing appointments	#VALUE!	#VALUE!
New buyers	#VALUE!	#VALUE!
	#VALUE!	#VALUE!

Number of conversations needed	#VALUE!
How many weeks do you plan to work?	(Insert Number Here)

Conversations/week	#VALUE!
Conversations/month	#VALUE!

**Your Plan Won't Work Unless You Do!**



Total closed the past 12 months

Source	Buyer	Seller	Commission	Invested	ROI
Door Knocking					#DIV/0!
Expired's	-	-	\$ -	\$ -	#DIV/0!
Social Media					#DIV/0!
Farming	-	-	\$ -	\$ -	#DIV/0!
FSBO's	-	-	\$ -	\$ -	#DIV/0!
Justed/Just Sold Cards	-	-	\$ -	\$ -	#DIV/0!
Listings to Leads	-	-	\$ -	\$ -	#DIV/0!
Networking	-	-	\$ -	\$ -	#DIV/0!
Open House		-			#DIV/0!
Past Client	-			\$ -	#DIV/0!
Referral		-		\$ -	#DIV/0!
Relo Client	-	-	\$ -	\$ -	#DIV/0!
REO's	-	-	\$ -	\$ -	#DIV/0!
Sign Calls	-	-	\$ -	\$ -	#DIV/0!
Website	-	-	\$ -	\$ -	#DIV/0!
Zillow/Trulia				\$ -	#DIV/0!
Other Internet	-	-	\$ -	\$ -	#DIV/0!
JJE Marketing	-	-	\$ -	\$ -	#DIV/0!
JJE Mktg Templates	-	-	\$ -	\$ -	#DIV/0!
Sphere				\$ -	#DIV/0!