

Barb's Yearly Goals Translated to Monthly Goals and Activities

Monthly Expectations

Yearly \$ Expectation	\$ 50,000	÷	12	=	Monthly \$ Expectation	\$ 4,167.00
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Monthly Expectation

\$s to Units	\$4,167.00	÷	\$/deal	\$3,250	=	Monthly Units Goal	1	1
						Listing Sold		Sales

Month	1	2	3	4	5	6	7	8	9	10	11	12
Listings Sold												
Listings Taken												
Listings Appointments												
Sales												
Showing Appointments												
Contacts												
# from Plan												