

# BUSINESS PLANNING CLINIC

## PRE-WORK

### FOR BEST RESULTS, COMPLETE THE FOLLOWING BEFORE ATTENDING

- I create and use a business plan as a daily, monthly, annual and long-term guide to run my business.
- I have created a business plan and intend to learn to understand and use it more effectively.
- I am fairly new to real estate and new to business planning.
- I am on a team and I am new to business planning.

## My Numbers

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1. The amount of money I need to pay for my lifestyle and get out of debt = \$ \_\_\_\_\_
2. My business expenses annually (estimate) = \_\_\_\_\_
3. My average commission amount = \_\_\_\_\_
4. Number of listing appointments gone on last year = \_\_\_\_\_
5. Number of buyer appointments gone on last year = \_\_\_\_\_
6. Number of listings sold last year = \_\_\_\_\_
7. Number of buyers sold last year = \_\_\_\_\_
8. Number of names in my database = \_\_\_\_\_
9. My team consists of me +