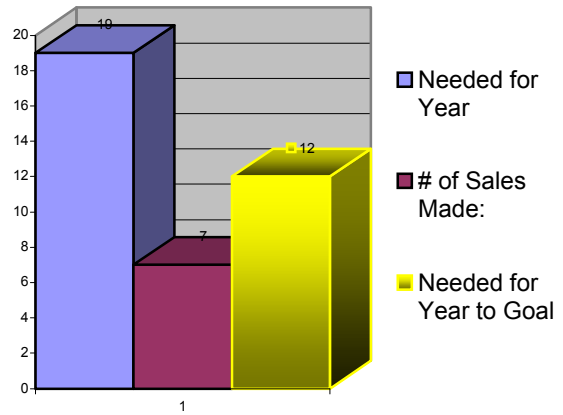


Personalized Goals Analysis and Business Plan
Provided By: Brad Andersohn

Name: Brad Agent
 Company: Andersohn Realty
 Yearly Goals Beginning: 3/1/2007



Information	
Average Sales Price:	\$450,000
Company Commission:	3.0%
Your Commission Split:	60%
Weeks for Vacation:	3
Work Weeks for Year:	49
Business Days per Week:	5
Business Hours per Day:	8
Total Annual Hours:	1,960
Target Income:	\$150,000
Worth per Hour:	\$77
Commission per Sale:	\$8,100

Closed Sales	
Needed for Year	19
Needed per Month	1.58
Needed per Week	0.39

Appointments: 1 Closed Sale = 4 Appointments	
Needed for Year	76
Needed per Month	6.33
Needed per Week	1.55
Needed per Day	0.31

Contacts: 1 Appt. = 35 Contacts	
Needed for Year	2660
Needed per Month	221.67
Needed per Week	54.29
Needed per Day	10.86

Progress Analysis

Actual Average Sales Price	\$517,707
# of Sales Made:	7
# Months Remaining:	12
Actual Average Commission	\$12,726
Commissions to Date	\$89,084

Closed Sales Needed to Goal

Needed for Year to Goal	12
Needed per Month	1.00
Needed per Week	0.25

Appts. Needed to Goal

Needed for Year	48
Needed per Month	4.00
Needed per Week	1.00
Needed per Day	0.20

Contacts Needed to Goal

Needed per Year	1680
Needed per Month	140.00
Needed per Week	35.00
Needed per Day	7.00



Brad Andersohn
Sr Business Development Executive
942 Admiral Callaghan Lane
Vallejo, CA 94591
 Off:707-553-8930 Fax :707-553-1560
[Send Brad an Email](#)