_____'s Productivity Goals

Remember, you'll need **at least 33 new interactions to generate **one transaction!**

I WILL make $_____ this year!
WHY? I want to make this much so I can _____
WHY? I want to make this much so I can _____
WHY? I want to make this much so I can _____

3 things I will commit to doing consistently this year are:

_____

_____

_____

I WILL close _____ homes this year!

_____ homes x **33 interactions** = _____ **interactions.**
This is how many total interactions I <u>must have</u> in order to close _____ homes this year!

_____ total **interactions** / _____ weeks left this year = _____
This is how many **interactions** I must have **per week** in order to close _____ homes this year!

An interaction is a conversation you've had with someone about real estate or relationship building

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What are/were your primary business sources? (i.e. COI, referrals, Open House, FSBO's, Expired's)? Knowing this will help you concentrate on prospecting efforts that you have higher conversion on.

_____   _____

_____   _____