



## Top Pro Income Required

<b>Income</b>	<b>Actual</b>	
You (Any Other Income Outside Realtor)	\$ _____	
Your Spouse/Partner	\$ _____	
Investments	\$ _____	
<b>Total Monthly Income</b>	<b>\$ _____</b>	
<b>Household Expense</b>	<b>Monthly</b>	
Grocery	\$ _____	
Water & Sewer	\$ _____	
Home Insurance	\$ _____	
Electric	\$ _____	
Cable TV	\$ _____	
Phone: Home – Office & Cell	\$ _____	
Internet Services	\$ _____	
Home Security	\$ _____	
Gas	\$ _____	
Property Taxes	\$ _____	
Mortgage / Rent	\$ _____	
Maintenance: House	\$ _____	
Lawn Care	\$ _____	
Subtotal	\$ _____	
Total Monthly Expenses –Add From Below	\$ _____	
Total Yearly Expenses	\$ _____	
Shortfall	\$ _____	
Required Monthly Gross Income from Real Estate Business to Cover Shortfall	\$ _____	
<b>Personal Care</b>	<b>Monthly</b>	
Health / Dental Insurance	\$ _____	
Personal Care	\$ _____	
Clothing / Shoes	\$ _____	
Dining Out	\$ _____	
Prescriptions	\$ _____	
Other	\$ _____	
Other	\$ _____	
Subtotal	\$ _____	
Yearly Total	\$ _____	
<b>Transportation</b>	<b>Monthly</b>	<b>Balance</b>
Car Payment	\$ _____	\$ _____
Car Insurance	\$ _____	
Gas	\$ _____	
Maintenance	\$ _____	
Subtotal	\$ _____	
Yearly Total	\$ _____	

<b>Credit Card Debt</b>	<b>Monthly</b>	<b>Balance</b>	<b>Terms/Interest</b>
Visa	\$ _____	\$ _____	_____%
MasterCard	\$ _____	\$ _____	_____%
Discover	\$ _____	\$ _____	_____%
Amex	\$ _____	\$ _____	_____%
Credit Card	\$ _____	\$ _____	_____%
Home Depot / Lowes	\$ _____	\$ _____	_____%
Gas Card	\$ _____	\$ _____	_____%
Dept Store	\$ _____	\$ _____	_____%
Other	\$ _____	\$ _____	_____%
Subtotal	\$ _____	\$ _____	
Yearly Total	\$ _____		

<b>Outstanding Bills</b>	<b>Monthly</b>
Other Debts	\$ _____
College Loans	\$ _____
Subtotal	\$ _____
Yearly Total	\$ _____

<b>Personal Goals/Extras</b>	<b>Balance</b>
Vacation	\$ _____
Home Repairs	\$ _____
Savings	\$ _____
Subtotal	\$ _____
Fudge Factor	\$ _____
Total	\$ _____

<b>Realtor Expense</b>	<b>Monthly</b>
Assistant Fees	\$ _____
Smartphone	\$ _____
MLS Fees	\$ _____
Desk or Office Fees	\$ _____
E&O Insurance	\$ _____
Board Dues	\$ _____
Direct Marketing	\$ _____
IDX	\$ _____
800 / Text Services	\$ _____
Website Expenses	\$ _____
Lead Providers	\$ _____
The RedX	\$ _____
Follow up Systems	\$ _____
Video Email	\$ _____
Online Fax	\$ _____
Zip Forms or DocuSign	\$ _____
Buyer Lead Providers	\$ _____
Craigslist Posting Assistant	\$ _____
Virtual Assistant	\$ _____
Google AdWords	\$ _____
Realtor.com	\$ _____
Top Producer 8i	\$ _____
Subtotal	\$ _____
Yearly Total	\$ _____



## Real Estate Income Required

**Monthly Real Estate Income Now Required**                     \$ \_\_\_\_\_  
**Total Annual Income Required from Real Estate**             \$ \_\_\_\_\_

	<b>Months Remaining</b>	<b>Goal</b>	<b>Actual</b>	<b>New Goal</b>
January	11	\$ _____	\$ _____	\$ _____
February	10	\$ _____	\$ _____	\$ _____
March	9	\$ _____	\$ _____	\$ _____
April	8	\$ _____	\$ _____	\$ _____
May	7	\$ _____	\$ _____	\$ _____
June	6	\$ _____	\$ _____	\$ _____
July	5	\$ _____	\$ _____	\$ _____
August	4	\$ _____	\$ _____	\$ _____
September	3	\$ _____	\$ _____	\$ _____
October	2	\$ _____	\$ _____	\$ _____
November	1	\$ _____	\$ _____	\$ _____
December	0	\$ _____	\$ _____	\$ _____
<b>Total Annual Salary</b>		<b>\$ _____</b>	<b>\$ _____</b>	

My Goal is to Earn   \$ \_\_\_\_\_  
Average Sale Price   \$ \_\_\_\_\_  
My Listing Side Commission Split   \_\_\_\_\_ %  
My Selling Side Commission Split   \_\_\_\_\_ %  
My Ratio of Listings Sold vs. Listings Taken                             \_\_\_\_\_ %  
Percentage of Sides: Listings   \_\_\_\_\_ %  
Percentage of Sides: Selling    \_\_\_\_\_ %  
My Ratio of Buyers to Those that Close                                     \_\_\_\_\_ %  
Gross Commission per Listing   \$ \_\_\_\_\_  
Number of Listing Transactions Required                                     \_\_\_\_\_   
Number of Selling Transactions Required                                     \_\_\_\_\_   
Total Transactions for this Year   \_\_\_\_\_   
Listing Volume Required   \$ \_\_\_\_\_  
Selling Volume Required   \$ \_\_\_\_\_  
Total Transaction Volume for this Year                                     \$ \_\_\_\_\_



## Listing Production

### Listing Production Goal

To achieve my annual listing goal, I must sign \_\_\_\_\_ listings.  
 To do this, I must make \_\_\_\_\_ presentations.

Monthly Listing Signings \_\_\_\_\_  
 Monthly Presentations \_\_\_\_\_  
 Weekly Signings \_\_\_\_\_  
 Weekly Presentations \_\_\_\_\_  
 Selling Production Goal \_\_\_\_\_

	<b>Goal</b>	<b>Actual</b>	<b>New Goal</b>
January	\$ _____	\$ _____	\$ _____
February	\$ _____	\$ _____	\$ _____
March	\$ _____	\$ _____	\$ _____
April	\$ _____	\$ _____	\$ _____
May	\$ _____	\$ _____	\$ _____
June	\$ _____	\$ _____	\$ _____
July	\$ _____	\$ _____	\$ _____
August	\$ _____	\$ _____	\$ _____
September	\$ _____	\$ _____	\$ _____
October	\$ _____	\$ _____	\$ _____
November	\$ _____	\$ _____	\$ _____
December	\$ _____	\$ _____	\$ _____

### Listing System Goals

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### Listing Acquisition Notes



## Buyer Production

### Buyer Production Goal

To achieve my annual selling goal, I must sign \_\_\_\_\_ buyers.

Monthly Buyers Signed \_\_\_\_\_  
Weekly Buyers Signed \_\_\_\_\_

	<b>Goal</b>	<b>Actual</b>	<b>New Goal</b>
January	\$ _____	\$ _____	\$ _____
February	\$ _____	\$ _____	\$ _____
March	\$ _____	\$ _____	\$ _____
April	\$ _____	\$ _____	\$ _____
May	\$ _____	\$ _____	\$ _____
June	\$ _____	\$ _____	\$ _____
July	\$ _____	\$ _____	\$ _____
August	\$ _____	\$ _____	\$ _____
September	\$ _____	\$ _____	\$ _____
October	\$ _____	\$ _____	\$ _____
November	\$ _____	\$ _____	\$ _____
December	\$ _____	\$ _____	\$ _____

### Buyer System Goals

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### Lead Provider & Conversion Notes